

# GRAIN & FEED JOURNALS

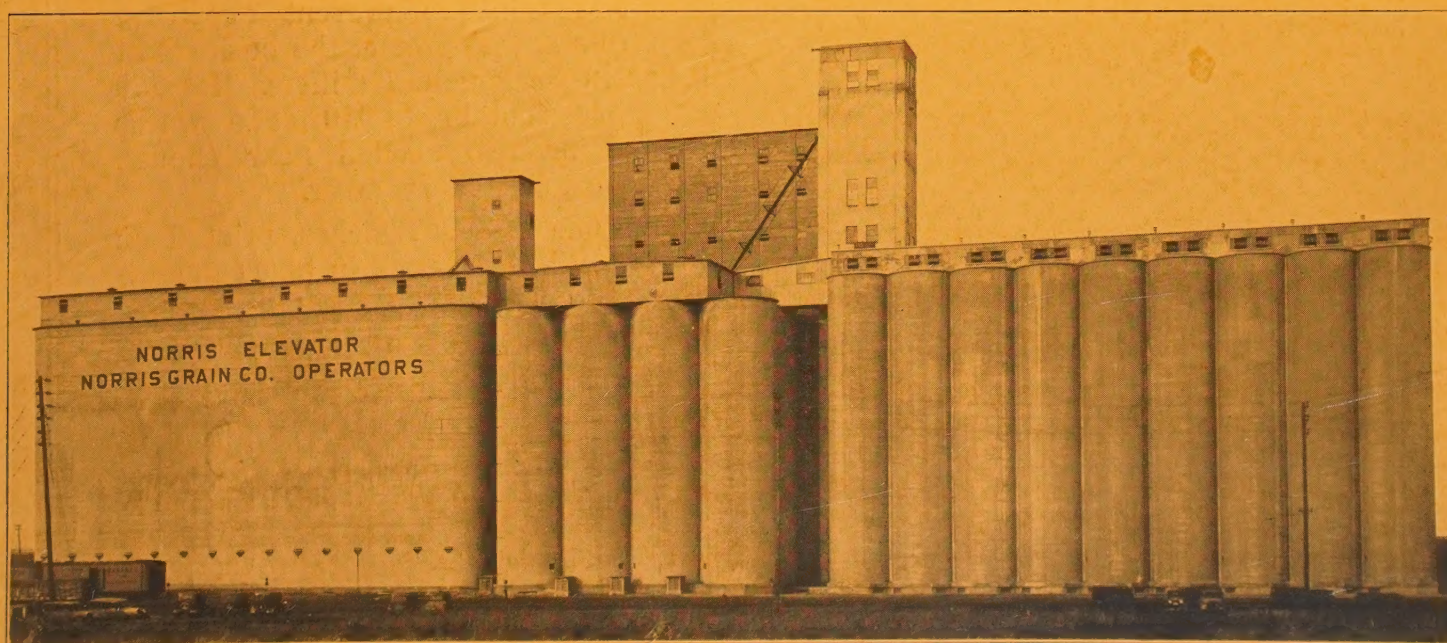
## CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.*

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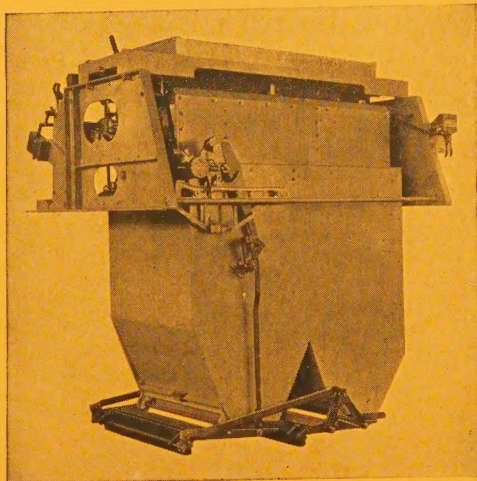
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Grain & Feed Journals Consolidated, a merger of Grain Dealers Journal (Est. 1898), American Elevator & Grain Trade (Est. 1882), Grain World (Est. 1928), and Price Current-Grain Reporter (Est. 1844). Published on the 2nd and 4th Wednesday of each month in the interest of progressive wholesalers in grain, feed, and field seed, 332 South La Salle Street, Chicago, Illinois, U. S. A. Price \$2.00 per year, 25c per copy. Entered as second-class matter November 21, 1930, at the postoffice at Chicago, Ill., under the act of March 3, 1879. Vol. LXVIII, No. 2. January 27, 1932.

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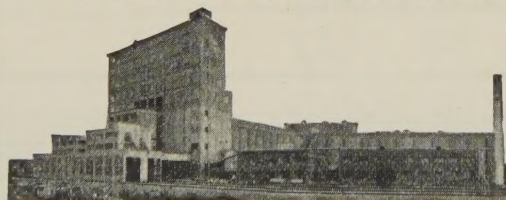
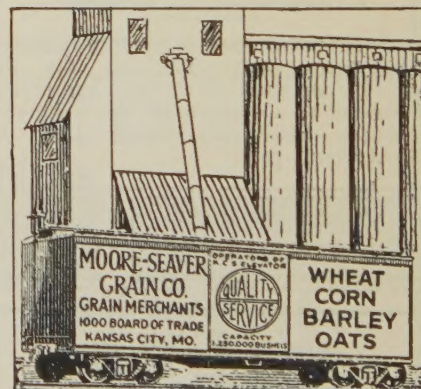
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DES MOINES, IOWATerminal and 16 country stations. Capacity 1,000,000 bushels  
We specialize in Oats and High Grade Corn. Oats sacked for Southern Trade**THE EARLY & DANIEL CO.**RECEIVERS & SHIPPERS  
CINCINNATI, OHIO  
STORAGE CAPACITY 2,500,000 BUSHELS



Grain and Hay  
Exchange Members

# PITTSBURGH

Grain and Hay  
Exchange Members

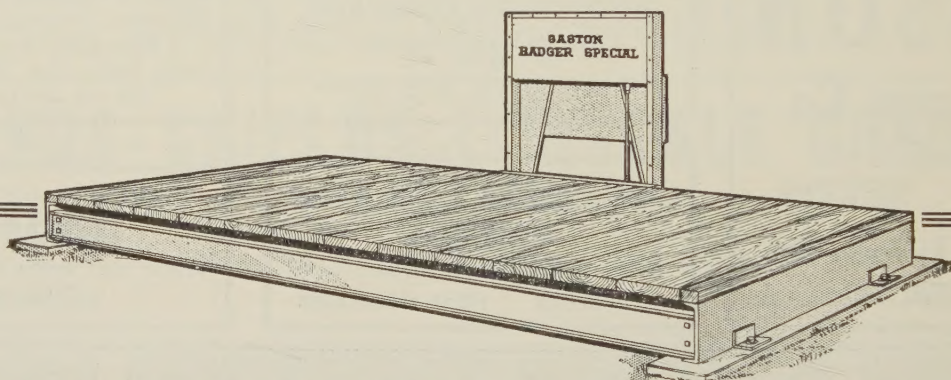
**JESSE C. STEWART CO.**  
GRAIN and FEED  
Own and Operate the  
IRON CITY GRAIN ELEVATOR  
PITTSBURGH, PA.  
Branch Office at Clarksburg, W. Va.

**HARPER GRAIN CO.**  
Pittsburgh, Pa. Wabash Bldg.  
*Modern elevator facilities  
at your command.*

**SAMUEL WALTON CO.**  
*Established 40 Years*  
Grain, Hay, Straw and Feed  
Empire Bldg., PITTSBURGH, PA.  
RECEIVERS AND SHIPPERS

J. C. Phillips, of Star City, Ind., in renewing his subscription to Grain & Feed Journals recently, wrote: "This makes 30 years for this journal."

**Geo. E. Rogers & Co.** RECEIVERS—SHIPPERS  
WABASH BUILDING PITTSBURGH, PA. GRAIN—HAY  
MILLFEED—FLOUR



**The Badger Special Motor Truck Scale is not a "Mail Order Pitless"**

It is an advancement in the scale art—designed up to a standard—not down to a price. It represents Gaston's effort to give you a factory UNIT BUILT motor truck scale, using the same performance considerations as the full pit pattern type.

**THE BADGER SPECIAL LINE IS GUARANTEED TO PASS ALL  
OFFICIAL TESTS AND INSPECTION**

*Write for bulletin describing this new economy scale.*

**THE GASTON SCALE CO.**

Beloit, Wis.

*In business 90 years. Not a part of any scale combine.*

## PROTECT YOUR GRAIN

with an approved, efficient and economical insecticide through the use of **SUNCO WEEVIL KILLER** with our new, effective spraying process, reducing the cost of treating from 15% to 40%.

*Manufactured by*

**Sunflower Chemical Co.**

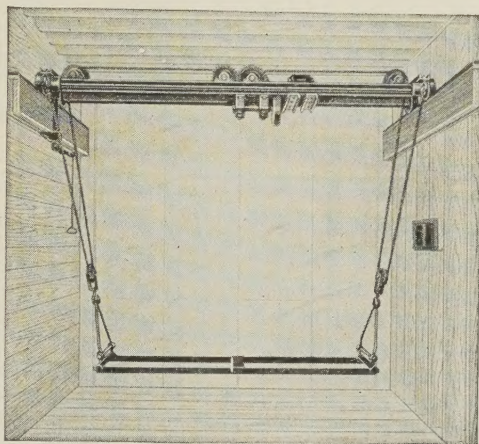
BOARD OF TRADE

KANSAS CITY, MO.

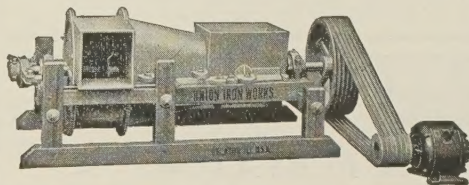


# WESTERN

— GRAIN ELEVATOR EQUIPMENT —  
EFFICIENT — STURDY — RELIABLE — MODERN



Overhead Electric Truck Dump



Western Pitless Sheller with Cog Belt Drive

## A GOOD DRIVE FOR ANY MACHINE

SHELLERS AND CLEANERS  
HYATT ROLLER BEARINGS  
SPEED REDUCERS  
WORM GEAR HEAD DRIVES

**UNION IRON WORKS, Decatur, Ill.**

1902 TRI-STATE MUTUAL 1931  
**GRAIN DEALERS FIRE INSURANCE CO.**  
LUVERNE, MINN.

We write Fire and Windstorm Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.  
(DIVIDENDS ANNUALLY FOR 28 YEARS)

E. A. Brown, Pres., Luverne, Minn.

W. Z. Sharp, Treas., Sioux Falls, S. D.

W. J. Shanard, V. P., Bridgewater, S. D.

E. H. Moreland, Sec., Luverne, Minn.

### Duplicating Scale Ticket Book

A labor saving scale ticket book in which the buyer keeps a carbon copy of the entries made on every scale ticket issued, so altered or spurious tickets may be readily detected.

This book contains 200 leaves, 100 white bond, machine perforated leaves bearing 800 tickets of form shown, interleaved with 100 blank manila sheets. Supplied with 4 sheets of No. 1 carbon paper, size 8½x11 inches. Order Form 62. Price, \$1.60, f. o. b. Chicago. Weight, 3 lbs.

Cash with order for twelve books earns 10% discount.

Bought of _____ 19__	
Load of _____	
Price _____ per cwt.	Gross _____ lbs.
Price _____ per bu.	Tare _____ lbs.
Driver—On. Off.	Net _____ lbs.
	Net _____ bu.
	_____ Weigher.

One-fourth actual size.

**GRAIN & FEED JOURNALS Consolidated**  
332 So. La Salle St., Chicago, Ill.

### Place Your Name

and business before the progressive grain elevator men of the entire country by advertising in the Grain & Feed Journals Consolidated. It reaches them twice each month.

## Inland Transportation Insurance

*Do You Transport Stock  
by Truck? or by Rail?*

All hazards of transportation  
should be covered by insurance in the

## MILL MUTUALS

Write your insurance company  
or agency for particulars  
or address

**MUTUAL FIRE PREVENTION  
BUREAU**

230 E. Ohio Street

Chicago, Illinois



# GRAIN ELEVATOR BUILDERS

## CHALMERS & BORTON

620 Pioneer Trust Bldg., KANSAS CITY, MO.

**Engineers — Constructors**

Grain Elevators — Feed Mills — Warehouses

*Ask for Quotations on Your Work*

## Industrial Engineering & Construction Co.

**Contracting Engineers**

621 Reliance Building KANSAS CITY, MISSOURI

Grain Elevators Flour Mills Cold Storage Plants  
Feed Plants Warehouses Industrial Buildings

## Stevens Engineering & Construction Co., Inc.

4121 Forest Park Blvd. ST. LOUIS, MO.

*Designers and Builders*

**GRAIN ELEVATORS**

Flour and Feed Mills

Warehouses

## WHEN WRITING ADVERTISERS

Mention Grain & Feed Journals Consolidated

## Geo. W. Quick & Sons

Tiskilwa - - - Illinois

*Designers and Builders*

Concrete Grain Elevators

*Waterproof Pits a Specialty*

## CRAMER ELEVATORS

are preferred elevators because each is designed and built to fit the individual needs of the owners.

W. H. Cramer Construction Co.  
North Platte, Nebr.

*Plans and Specifications Furnished*

## YOUNGLOVE ENGINEERING CO.

Grain Elevators, Transfer Houses,  
Feed Plants

Wood or Fireproof Construction

418 Iowa Bldg.  
Sioux City, Iowa

Box 1172  
Fargo, N. Dak.

## A. F. Roberts Construction Co.

Sabetha, Kansas

**ERECTS**

Elevators  
Corn Mills  
Warehouses

**FURNISHES**

Plans  
Estimates  
Machinery

## ROCHELLE & ROCHELLE

*Designers and Builders of*

**GOOD ELEVATORS**

Let us furnish your machinery

AMARILLO, TEXAS

## Western Engineering Co.

713 Cooper Bldg. Denver, Colo.

Contractors and Builders of  
Grain Elevators that more  
than satisfy the most critical.

## ORA LONG, Garden City, Kansas Builder of Better GRAIN ELEVATORS

## D. G. EIKENBERRY

Builder of Concrete and/or Wood  
Elevators and Feed Mills.

**Modern Grain Handling Machinery**

Box 146

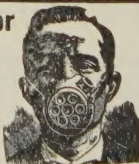
Bloomington, Ill.

## Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt  
of price; or on trial to re-  
sponsible parties. Has auto-  
matic valve and fine sponge

H. S. COVER  
Box 404 South Bend, Ind.



## T. E. IBBERSON CO. — Grain Elevator Builders

Feed Mills — Coal Plants — Repairing and Remodeling  
MINNEAPOLIS MINNESOTA

## ZELNY

**Thermometer System**

*Protects Your Grain*

Estimates cheerfully given.

Write us for catalog No. 6.

**Zeleny Thermometer Co.**

542 S. Dearborn St. Chicago, Ill.

## Safety Sample Envelopes

for mailing samples of grain, feed  
and seed. Made of heavy kraft pa-  
per, strong and durable; size, 4½x7  
inches. Have a limited supply to sell  
at \$2.60 per hundred, or in lots of  
500, \$2.30 per hundred, f. o. b. Chi-  
cago.

GRAIN & FEED JOURNALS  
Consolidated  
332 S. La Salle St., Chicago, Ill.

10,000 SHIPPERS  
Are now using

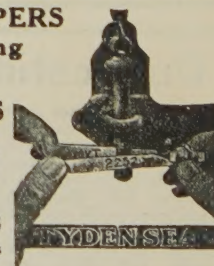
**TYDEN  
CAR SEALS**

Bearing shipper's  
name and con-  
secutive numbers

Prevent  
CLAIM LOSSES  
Write for samples  
and prices.

**INTERNATIONAL SEAL & LOCK CO.**

Railway Exchange Bldg., Chicago, Ill.



## You Can Sell Your Elevator

by advertising directly  
to people who want  
to buy, by using a

**Grain & Feed Journals  
Want Ad.**

If What You Want you see advertised, tell the  
advertiser. If Not—Tell the Journal.





## GALVESTON WHARF COMPANY'S NEW ELEVATOR "B"

*Capacity 6,000,000 Bushels*

This Elevator Designed and Construction  
Supervised by

### HORNER & WYATT

*Consulting Engineers to the Grain Trade*  
470 Board of Trade      Kansas City, Mo.



**FOLWELL ENGINEERING CO.**  
Engineers—Constructors  
333 No. Michigan Ave.  
CHICAGO, ILL.

Addition of  
2,500,000 Bushels to the  
Port Commission Elevator  
Houston, Texas



## Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
10,500,000 Bushels

### John S. Metcalf Co.,

*Grain Elevator Engineers and Constructors*

105 W. Adams St., Chicago

460 St. Helen St., Montreal

837 W. Hastings St., Vancouver, B. C.  
17 Dartmouth Street, London, England

## The Barnett and Record Co.

Engineers

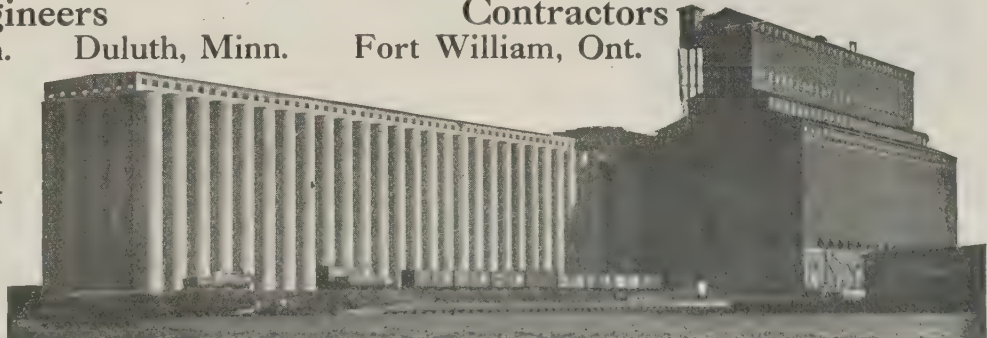
Contractors

Minneapolis, Minn.

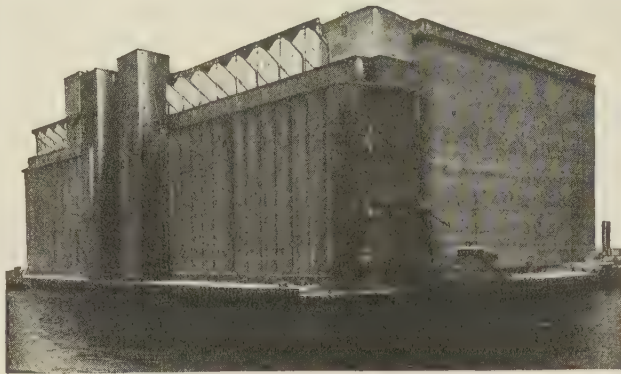
Duluth, Minn.

Fort William, Ont.

Designed and Built  
this 3,000,000 Bushel  
Grain Storage Annex  
to Great Northern  
Elevator "S"  
Superior, Wis.







## International Milling Co.

Buffalo, N. Y.

*Capacity 5,000,000 Bushels*

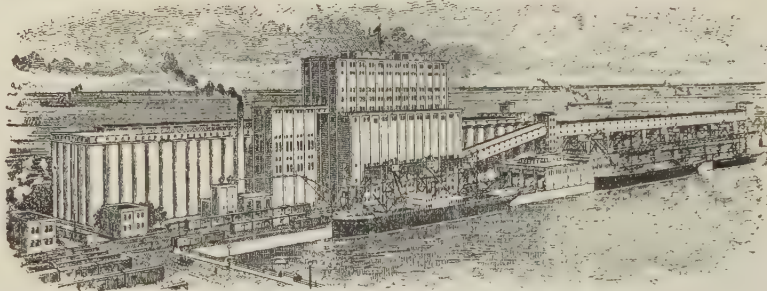
Designed and Built by Us in  
Four Periods of Construction

Jones-Hettelsater Construction Co.

*Grain Elevators, Flour and Feed Mills*

600 Mutual Bldg. Kansas City, Mo.

*Capacity  
5,000,000  
Bushels*



*Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders*

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

## JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

W. R. SINKS,  
PRESIDENT  
Phone Harrison 8884

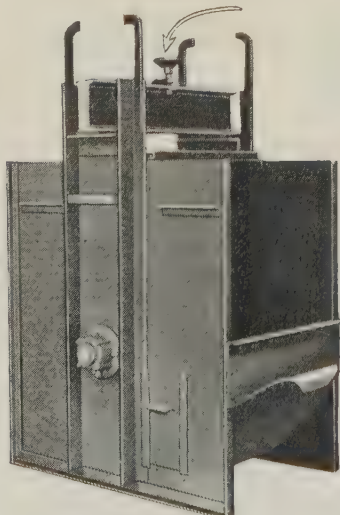
H. G. ONSTAD  
VICE-PRES.-GEN'L MGR

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

## THE BEYL AUTOMATIC TAKEUP FOR ELEVATOR BOOTS

Patents Pending

*A New Feature—One Adjustment*



For centering  
Belt on Pulley  
turn the hand-  
wheel and lock  
in position.

Equipped with  
Self Aligning  
Roller Bearings.

Manufactured by

## LINK BELT SUPPLY CO.

Minneapolis, Minn.

## Elevator Boot



Ball Bearing, Low Intake, Non-chokeable, Automatic Takeups, 20" Diameter Pulley, Large Capacity.

*Use Rubber Covered Cup  
Belt—It Pays*

**WHITE ★ STAR ★  
COMPANY**

Wichita, Kansas

Headquarters for  
GOOD ELEVATOR EQUIPMENT

## CONFIRMATION BLANKS

Simple—Complete—Safe

To avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign original and duplicate and send to customer. He signs and returns one.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against expensive misinterpretation of your trades.

Use of these confirmations makes for safer business and surer profits. Spaces provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 6 1/2 x 8".

Order form No. 6 CB. Price 90c at Chicago.

**GRAIN & FEED JOURNALS**

Consolidated

332 So. La Salle Street

**CHICAGO**



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**KANSAS**—Six elevators for sale. Address 67X9, Grain & Feed Journals, Chicago, Ill.

**SOUTH CENTRAL IOWA**—Line of six elevators for sale at a bargain. Good grain territory. O. A. Talbott, Keokuk, Iowa.

**PANHANDLE OF TEXAS**—20,000 bushel up-to-date elevator for sale; built in 1930. Address 68A4 Grain & Feed Journals, Chicago, Ill.

On the other end of the Journal's "Wanted—For Sale" columns you will find 9,000 grain dealers anxious to know what you have for them.

**MICHIGAN**—Elevator for sale, handles hay, grain, beans, potatoes and seeds. Home all modern. Write for details. Box K, Mesick Grain Co., Mesick, Mich.

**YOU MAY BE MISSING SOMETHING**  
AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**OHIO**—10,000 bus. elevator for sale; fully equipped, including whse., coal bins and hammer grinder. Address Leo L. Hartman, Sec., Dyke Equity Exchange Co., Mansfield, O., R. D. No. 2.

Some SERVICE to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

**NORTH CENTRAL OHIO**—17,000 bu. concrete and hollow tile elevator for sale; on Big Four R. R. Good trade in fertilizer, livestock, hay, coal and other sidelines. Good territory to draw from. Farmers Elevator Company, St. James, Ohio.

**MINNESOTA** cleaning and transfer elevator for sale; 130,000 bushels; three track scales; good cleaning machinery; electric power good condition. Excellent transit location; fine dairy territory. Bargain easy terms payment. Write 66B6, Grain & Feed Journals Consolidated, Chicago, Illinois.

**N. W. OHIO**—12,000 bu. capacity elevator for sale. Concrete block feed building, with 24-in. Bauer Attrition Mill. Located on main line of Penna. R. R., one block from Court House, town of 10,000 pop. Excellent grain, feed and coal trade. Write The Van Wert Equity Exchange Co., Van Wert, Ohio.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATORS FOR SALE

**INDIANA**—Good elevator for sale, in good location. I. S. Langston, Secy., Farmers Co-op. Co., Straughn, Cambridge City, Ind.

**INDIANA**—Three grain elevators for sale in Tipton County. 12, 15 and 20,000 bushel capacity. Will price separately. J. D. Higbee, Elwood, Indiana.

**KANSAS**—A bargain; Elevator, Feed, Seed and Grain Business For Sale; only plant here. For full particulars write Mulberry Elevator Co., Mulberry, Kans.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

## ELEVATORS WANTED

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## MILLS FOR SALE

**NEW YORK**—Six-story brick, fireproof, 350-bbl. mill for sale, Nordyke & Marmon equipment, storage capacity 65,000 bu. grain; located central part of state. Reasonable. Must act immediately. Clasen & Mautz, Baldwinsville, N. Y.

**NO NEED FOR FORMALITIES**—You don't need an introduction to Journal Want-Ads. They will help you without, whatever your problems may be.

**MICH.**—50-bbl. capacity water power custom mill for sale, doing good business; running every day. Good reasons for selling. Price made known on application; no trade or lease. A bargain. Address Lock Box 255, Centerville, Mich.

**OHIO BARGAINS**—144 bbl. mill for sale at West Lafayette; 200 bbl. mill at Coshocton, or the machinery will be sold from either mill. Full description and prices furnished on request. The Hanley Mfg. Co., Mansfield, Ohio.

## FEED MILL AND GRAIN ELEVATOR

**S. E. WISCONSIN** Feed Mill and Grain Elevator for sale, doing cash business. Milwaukee Mill & Pulverizer Co., Milwaukee, Wis.

IF YOU ARE SEEKING a business write to the manager of the "Want-Ad Dept." of GRAIN & FEED JOURNALS, Chicago, Ill.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## ELEVATOR BROKERS

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. McGuire, 6440 Minerva Ave., Chicago, Ill.

## BUSINESS OPPORTUNITIES

**INDIANA**—Modern Seed and Feed Business for sale, including new 4-story building with Otis elevator, latest improved machinery. Customers all through mid-western states. \$8,000. H. R. Hiestand, Manager, Kentland, Ind.

**WHATEVER** your business may be, it will find a ready market if advertised in the "Business Opportunities" columns of GRAIN & FEED JOURNALS, Chicago. 9,800 grain men look to these columns twice each month for real opportunities.

## MALT PLANT AND ELEVATOR

**COLORADO** Malt Plant, with elevator equipped for grain storage, for sale or rent. Fully equipped, ready to operate. Side tracks, kilns, steeping tanks, conveyors, steam heated. Public demanding light wines and beers. Unusual profits and opportunity for farsighted business man. Sacrifice estate. Colorado Malt & Barley Co., Longmont, Colo.

## Bargain Sale in Soiled and Shelf Worn Books

**Record of Receipts**—We have a small stock of these Price Current Grain Reporter form 83 which we are selling out at bargain prices. They are good grain receiving records, size 15½x10½ ins., 150 pages, linen ledger paper, well bound, with cols. for "Date, Driver, Gross, Tare, Net, Bus. Price, Kind, Seller, Amount." in the order named. Priced at only \$2.50, as is.

**Coal Sales Book**—A sales record for the retail coal dealer. An efficient combination of three books in one. An entry of sales, scale weights showing delivery, and a journal for posting to the ledger. Contains 200 numbered pages, ruled and printed on linen ledger paper, providing space for 10,000 wagon loads. Well bound. Only one soiled copy left. Form 44 Improved "Special." Special price \$3. Weight 4 lbs.

**Record of Cars Shipped**—A few copies of Form 85 are being closed out at greatly reduced prices. They are complete car recording forms with 80 double pages, good grade linen ledger paper, well bound with cloth back and corners. Size 9½x12 ins. Column headings from left to right are, "Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Insp., Discount, Amount Freight, Our Weight, Bushels, Destination, Bushels, Over, Short, Price, Amount, Freight, Other Chgs., Remarks." A good buy at \$2.25. Order Form 85.

**Duplicating Wagon Load Receiving Book**—Designed to facilitate the work of buyers during the busy season when each farmer is hauling a number of loads daily. Each page is divided vertically down the middle and only the left half is ruled for entries. The ruling shows top of left-hand half of each page. The outer half has the same rulings, but is printed on the other side of the leaf, so that when leaf is folded back on itself, and a sheet of carbon inserted, an exact duplicate will be made of each entry. Each leaf has spaces for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters. By assigning a separate leaf to each farmer and entering his loads on it, a complete record of his deliveries is always ready. Book is 12x12 inches, check bound with canvas back, contains 225 leaves of white bond and nine sheets of carbon. Regular price \$3. One bargain at \$2. Order Form 66 "Special."

All prices are f. o. b. Chicago.  
GRAIN & FEED JOURNALS Consolidated  
332 South LaSalle St. Chicago, Ill.



**SITUATION WANTED**

**WANT POSITION** as grain buyer in a good business locality. Qualification guaranteed. Central Kans. or So. Neb. preferred. Chas. O'Neill, Mitchell, Kans.

**POSITION WANTED** by experienced grain man as elevator manager; 45 years old; married; owned and operated own elevator; references. Write 6728, Grain & Feed Journals, Chicago.

Sympathy never sold a feed mill, but a Journal "For Sale" ad has. Try it.

**GRAIN MAN** with 20 years' successful experience operating country elevators is open for position as manager of elevator. Efficient handling of grain, feed, seeds, wool, coal, etc. Excellent bookkeeper. Write 68A10 Grain & Feed Journals, Chicago, Ill.

Every penny invested in a Journal "Wanted—For Sale" ad returns an amazing per cent of profit.

**HELP WANTED**

**COMPETENT AND EXPERIENCED** elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" column of the Grain & Feed Journals, Consolidated, Chicago, Ill.

**FIELD AND GRASS SEED FOR SALE**

**WE CARRY STOCKS** verified origin clover, common alfalfa, also state certified and tagged Grimm. All hardy Western grown at convenient distributing points and solicit your inquiry. Occidental Seed Co., Salt Lake City, Utah.

**WHEN YOU** want field or grass seed, write us, and we will put you in communication with nearby dealers, who have what you seek. The service is free. Information Bureau, Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

**MOTORS FOR SALE**

**ELECTRICAL MACHINERY**  
Large stock of motors and generators, A. C. and D. C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 30 to 60 h.p., 1200 and 1800 r.p.m. Write for stock list and prices. Expert repair service. V. M. Nussbaum & Company, Fort Wayne, Ind.

**DYNAMOS AND MOTORS WANTED—**  
Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMO-MOTORS" columns of Grain & Feed Journals—the medium for power bargains.

**SCALES FOR SALE**

**SECOND HAND** scales for sale of any make, size or price, always find ready buyers when represented in the "Scales for Sale" columns of GRAIN & FEED JOURNALS Consolidated.

**Duplicating Wagon Load Receiving Book**

Hauler	Gross	Tare	Net

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustrates the half of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12 x 12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00 at Chicago. Weight, 4 lbs.

Grain & Feed Journals 332 So. La Salle St. Chicago, Ill.

**Modern Methods**

## GRAIN & FEED JOURNALS

CONSOLIDATED  
332 So. La Salle St., Chicago

**Gentlemen:**—In order to keep posted on modern methods of elevator management, I wish to receive the *Grain & Feed Journals Consolidated* semi-monthly. Enclosed find Two Dollars.

Name of Firm.....

Capacity of Elevator

Post Office.....

.....bushels

State.....

**Receiving Books For Grain Buyers**

**Duplicating Contract Book**, for the purchase of grain from farmers. Contains 100 originals printed on bond paper and perforated, and 100 duplicates on manila, with ruled spaces on the back for entering amounts delivered, numbered in duplicate. Check bound, size 5½x8¼ inches, supplied with four sheets of carbon. Order Form 10DC. Price \$1.15. Weight 1 lb.

**Receiving and Stock Book** for keeping a record of each kind of grain received in separate columns, so buyer may easily determine total amount of any kind of grain on hand. Size 9¼x11½, 200 pages, with a capacity for 4000 wagon loads. Well printed on linen ledger paper, bound in strong board with leather back and corners. Order Form 321. Price \$3.00. Weight 2½ lbs.

**Scale Ticket Copying Book** contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back upon itself, so that with the use of carbon paper, it will make a complete copy of the original on the stub, with one writing. Original tickets forming the outer half of leaf are machine perforated. Printed on bond paper, check bound, size 9¼x11, supplied with four sheets of carbon. Order Form 73. Price, \$1.55. Weight 2 lbs.

**Grain Scale Book**, a combined Journal and Receiving book with index. Each man's grain is entered on his own page, or a page may be allotted to each kind of grain received. Both debits and credits are posted to the ledger. Contains 252 numbered pages and index, size 10¼x15½, and will accommodate 10,332 wagon loads. Printed on linen ledger, bound in extra heavy black cloth covers, with leather back and corners. Order Form 23. Price \$4.75. Weight 5 lbs.

**Grain Receiving Register** is designed for recording the receipts of wagon loads of grain. Loads may be entered in consecutive order, or different sections of the book may be devoted to different kinds of grain. Book contains 200 pages of linen ledger paper, size 8¼x14 inches, each of which is ruled for 41 entries, giving a total capacity of 8200 wagon loads. Well printed and substantially bound in full canvas. Order Form 12AA. Price \$3.00. Weight 3 Lbs.

**Duplicating Wagon Load Receiving Book**, designed to facilitate the recording of number of loads from one farmer in a short time. Book contains 225 leaves, size 12x12 inches with 33 lines each, perforated down the middle; the inside half of the leaf remains in the book, and the outer half with the same ruling printed on the reverse side, folds back over the left half with carbon between. Outer half is given to farmer. It may also be used by line agents in making daily reports to headquarters. Check bound with canvas back, nine sheets of carbon. Order Form 66. Price \$3.00. Weight 4¼ lbs.

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332 South La Salle St. Chicago, Ill.



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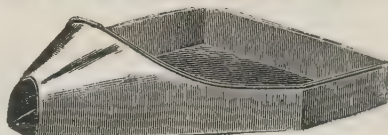
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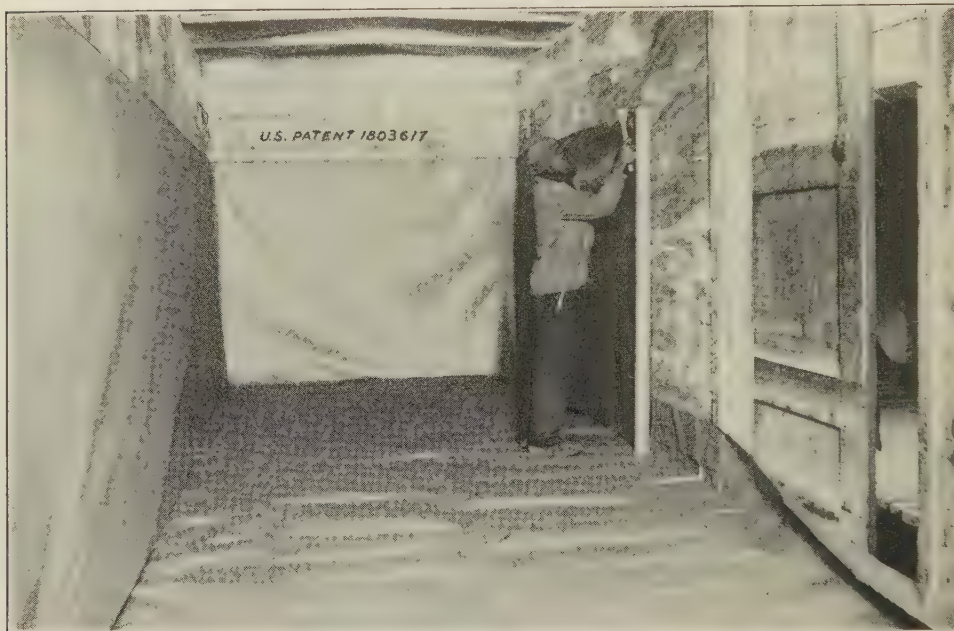


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Single  
Panel on  
Floor*



*Not a  
Chance  
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A merger of  
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Established 1898

AMERICAN ELEVATOR & GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT-GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 25c.

To Canada and Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain and Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned. The character and number of firms advertising in each number tell of its worth. Member A. B. C.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, JANUARY 27, 1932

RECEIVERS who peruse our news columns to check up on business changes in revising their mailing lists will profit by a reduction in postage bills.

NATURAL SHRINKAGE exists only in the imagination of the railroad claim agent, who ignores the fact that grain moving from the dry western plains absorbs moisture as it approaches the seaboard in the movement to market.

CLOSING convention sessions of any trade association to non-members casts suspicion on the program and minimizes the influence of any action taken. Non-members have no right to take part in discussions or voting and to bar them from the convention spreads a cloud over the proceedings.

ASS'N workers will be pleased to learn that the Indiana Grain Dealers Ass'n has been able to retain its membership at nearly full strength during the past year, reflecting the conviction by the dealers in that state that their ass'n officers are effectively working to advance trade interests and merit their unstinted support.

PROFIT by the experiences of your brother dealers by consulting them at the trade meetings and reading their experiences as reported in the trade journal. One's own experience is too dear a teacher.

IT IS MOST encouraging to hear elevator operators refuse to sell feeds delivered at same price as quoted "at the elevator." It proves they are beginning to recognize the cost of making deliveries.

DEALERS in the Southwest are too generous in condoning the trickery and dishonesty of well known sharpers. In the interest of the trade as a whole, dealers should avoid the tricksters, or at least never honor their drafts until after the car has been inspected and weighed.

VOLUNTARY BANKRUPTCY has presented a problem to many grain and feed dealers thruout the country. It affords a ready out for the farmer whose property has depreciated in value, and whose debts were based on inflation values. This is one of the conditions that has forced many dealers to go on the cash basis.

INCREASING THE TAX on transactions made on the commodity and stock exchanges is hardly the way to collect more revenue, since an increase will operate to reduce the volume of business and thus indirectly offset the increased tax. A time when it is universally admitted business needs stimulation is ill chosen as the time to levy repressive taxation.

ELEVATOR OPERATORS who are complaining of "the excessive cost" of electric power, should not overlook their opportunity to effect a material reduction in their power requirements by installing magnetic separators and anti-friction bearings. It takes a lot of power to start machinery equipped with plain bearings these cold mornings and it always requires more power to grind tramp iron than grain.

THE CLOSING of banks with such unusual frequency and the unreasonable haste with which receivers grab all funds obtainable make it expedient for grain and feed shippers to carry draft insurance so if the failed bank's receiver does not get the proceeds of their drafts the insurance company will make good their entire loss. The insurance is so inexpensive no shipper can afford to worry over the proceeds of his drafts.

LIGHTNING rods are now recognized by all authorities as most effective in reducing the lightning hazard to high buildings and far sighted elevator owners everywhere are taking advantage of the low price of copper and installing this protection to their property. Not only can standard rod equipment be depended on to protect the elevator from lightning but its installation effects such a marked reduction in the cost of fire insurance that the rods will be paid for in about five years and thereafter will be a source of revenue to the owners, so the installation of rods helps the elevator man in two ways that he cannot afford to ignore.

A LETTER, expressing your own convictions regarding the injury done wheat growers by the bungling methods of the Farm Board would be appreciated by your brother dealers everywhere. Let us hear from you.

IN THE interest of the farmers themselves the government's venture into price fixing and grain trading should be closed out at the earliest opportunity; and the provision in the law creating the reconstruction finance corporation providing that some of the \$2,000,000,000 may be loaned to the Farm Board creations is a move in the wrong direction.

IF BEING "all one family" excuses a subsidiary of the Farm Board for delivering screenings as No. 1 Northern, what will be the next irregularity to gain the spotlight on the Farm Relief stage? The misgrading served only to help the insiders and damaged beyond measure the farmers market for good wheat. When confidence in our licensed inspectors is destroyed all buyers will reduce their bids.

HOW INCONSISTENT the political farm relievers. Today they shout from the housetops, "Reduce your acreage." Tomorrow they insist that the first fifty million of the two billion dollar reconstruction fund shall be loaned to farmers who have neither seed or borrowing power and thereby help to depress the market of the successful farmer with more surplus products. Our perpetual vote chasers seem very impractical; very nearsighted.

CLOVERSEED has been stolen from Michigan and Ohio grain dealers so frequently, most buyers look with suspicion on any lots of seed offered by strangers, and we know that the June and Mammoth cloverseed stolen from the Scotts, Michigan, elevator recently will soon be recovered and the thieves arrested. Vigilance of the elevator men in the past convinces us that the midnight maulauders working in that territory cannot get away with seed of this character.

GIVING credit without limit has crippled so many grain dealers and feed grinders handling side lines, all are anxious to adopt the cash basis of doing business as soon as possible. The expense of accounting, billing and trying to collect is often so long drawn out that many dealers spend more time trying to collect for a service rendered than they did to render the service. This is not fair to their cash customers and if the merchants are ever to get relief from the burdensome credit business they must discriminate sharply in favor of the man who buys for cash or else charge a high rate of interest on all payments not made within ten days. It is not possible to do a credit business on near as narrow a margin of profit as a cash business. No buyers are so dull that they cannot comprehend this fact and it is only fair and reasonable that the patron who buys on credit should pay interest on his deferred payments. If he cannot do business without borrowing money he should be sent to the bank.



IN ADOPTING a resolution opposing a special session of the state legislature the Indiana Grain Dealers Ass'n strikes at the root of most of our troubles as being due to demoralization of business by new laws.

SHORT selling will not be fairly judged by the lawmakers until they disabuse themselves of the prejudice based on the false assumption that short sales beat down the price. The buying back of a short sale not warranted by conditions raises the price higher than before.

TRUCKERS have done great injury to grain shippers by buying in a district having a surplus and selling to feeders at a distance. Weights and grades do not enter into the transaction so the producer and the feeder are generally discounted heavily without detecting it. When the heavy trucks are required to contribute to the highway maintenance fund, sums in keeping with the damage they do to the roadways, their number and average weight will be greatly reduced with welcome relief to the taxpayers.

DESTINATION weights which are not supervised or checked by disinterested tallymen can not safely be accepted by grain shippers who are so far away that it is impractical for them to determine the accuracy of the scales employed or the dependability of the weigher. In the absence of official weights checked by an organized exchange, shippers should insist upon their weights being accepted in settlement. Track scale weights are not reliable because ice, snow and rain often effect a great change in the tare weight of the car.

LEAKING cars reports for 1931 show conclusively that the day of perfect box cars and perfect cooping has not yet arrived and the sad part of this story is that grain shippers bear most of the loss due to the leaks. If they would line their cars with heavy paper and cooper them carefully they would save not only their grain but the valuable time they now waste in trying to collect for their unproven losses from the railroad claim agent. Even though every shipper was able to collect for each loss it would still be cheaper to line and cooper cars carefully and thus prevent loss than it would to browbeat the stubborn claim agent into paying all claims.

WEEVIL seems to be spreading into new territories and grain dealers whose plants have always been free from this pest are complaining most bitterly of the unusual amount of damage being done to stored grain. Late deliveries of grain from farms in the winter wheat belt disclose an unusual number of bugs, due no doubt, to the mild open winter which has been most favorable to their propagation. Not only does it behoove every elevator operator to keep a vigilant look-out for this destructive pest but when discovered he must take quick steps to kill them, as they multiply very rapidly and when once they become thoroughly entrenched in an elevator it is very difficult to get rid of them.

CAREFUL study of the preparation of tried formulas by experienced feed grinders and mixers is bringing real profit to both the feeder and the grinder and doubtless a careful study of the feeding results obtained from different facilities will always help the grinder to more and better business.

OLD terminal elevators are seldom overhauled and repaired without equipping them with complete electric power with direct drives for all units. The economy effected thru such improvement often pays for the new power machinery with the savings effected. How any large terminal can continue to operate with old time transmission machinery which wastes a large percentage of the power is a puzzle. The superintendent who is a party to such practice sanctions excessive operating costs of these old plants.

### Round Out Service to Compete with Portable Grinders

In one of the most complete surveys ever made of the portable grinder situation, R. D. MacDaniel, director of field service for the Grain Dealers National Fire Insurance Co., speaking before the annual mid-winter meeting of the Indiana Grain Dealers Ass'n, reported elsewhere in this number, brings out that portable grinder competition is nothing for the elevator operators to ignore. Regardless of whether or not they will last, they are here.

This condition has led grain elevator operators, of whom 80% in Indiana depend upon grinding units for a part of their revenue, to carefully consider means for meeting the competition.

The most successful means yet developed is rounding out the service of the grinding unit. That means installing a mixer, a corn cutter and grader, and other equipment which will permit the grain elevator operator to buy grain locally and prepare completed feeds for resale to the farmers. The itinerant grinder is in no position to carry concentrates and has not the knowledge for making satisfactory mixed feed.

This means, tho, that the elevator operator himself must study, so that he will know more about feeding than the farmers, so that he can successfully lead the farmers to profitable feeding mixes and methods. Then he has to advertise. Building his profits and his business by going his competition one better, performing services that the farmers in his community want, along such trails will he find business and a return of profits.

### Liability for Damage to Cargo

On Oct. 7, 1927, at Duluth-Superior, libellant, Pillsbury Flour Mills Co., delivered aboard the steamer Francis L. Robbins, respondent owner, in good order and condition, 200,000 bus. of wheat for shipment to the port of Buffalo. The hatches were opened on Jan. 14, 1928, at Buffalo, and the cargo was discovered to be in a damaged condition. It was wet, moist and heated, mostly on the starboard side of the steamer. Respondent claims that the sea water entering the ship's cargo in course of downward transportation was due to perilous weather which was the proximate cause of the damage, and, under the Harter Act and terms of the B/L, the carrier was exempted from liability.

Libellant's contention is that the steamship was unseaworthy and unfit for carrying the cargo in question at the inception of the voyage, and, moreover, that the seas encountered in Lake Erie on her downward trip were not unusual in the month of October or the fall of the year when gales and seas are not infrequently encountered on the Great Lakes.

Libellant contends that a windstorm blowing 65 miles to 75 miles an hour is not extraordinary or unusual on the Great Lakes in the fall of the year, and that such a storm should have been anticipated. It is not claimed that the storm was of "catastrophe proportions" or "extraordinarily terrific," but that the storm was unusually violent and, in fact, started the butts and opened the seams of the steamship and entered the cargo, is clearly evidenced.

In a decision by the U. S. District Court, New York, the court said:

Seaworthiness involves no more than a reasonable fitness for the purposes of the voyage. Reasonable diligence, I find, was exercised in this particular. Altho the majority of the rivets were probably as old as the ship, inspection uncovered no impairment. Even without the hammer test, the condition of the rivets was discoverable, and, as testified by McGinley, whose testimony is not contradicted, they were not loose when the voyage began. It is not customary to hammer the rivets of the entire ship, libellant's surveyor testified, aside from hose-testing it, to ascertain if rivets were weakened or loose. Indeed, the steamer had 400,000 rivets, and to hammer test them all would have been impracticable.

The burden of proof that the sea water damaged the cargo because of perils of the sea rested upon respondent, and in my opinion this burden has been satisfied. And, since I have concluded, after consideration of the record in its entirety, that the ship was seaworthy and the damage brought about by dangers of the sea, and that the respondent exercised due diligence in properly outfitting the steamship for the transportation of grain cargo, I hold that she was exempt from liability under the B/L and the provisions of the Harter Act. Decree for respondent, with costs.



THE MAN who thinks he never makes a mistake should always be kind to the fellows who do make a mistake now and then.



## Government in Business

R. I. Mansfield, of Chicago, a director of the Federation of American Business, was enthusiastically applauded by a large meeting of farmers at Mendota, Ill., Jan. 14, when he attacked the introduction into America of socialism. In part he said:

While economic conditions the world around are bad and almost chaotic, we face a peculiar situation in our favored land. Hunger stalks the land, with bustling granaries for which farmers find no markets. Labor unemployed walks our streets seeking work while warehouses groan with the stores of goods for which there is no demand. I have corroborative proof that one element, the element of fear, is an overwhelming influence in creating much of this distress. Fear has entered men's minds in every walk of life. It is fear of misused power of government, of mounting costs of government. Fear of the growing destruction of private business from increasing competition of our government with its own citizens. Any action, direct or indirect, which puts government into competition with citizens in business, destroys men's equality, taxes one group for the benefit of another and robs private industry of initiative, leadership and progressive enterprise. Business carried on by government pays no taxes and that this added burden rests and is levied upon such private business as can survive. This accounts for taxes increasing 325 per cent in sixteen years and for 500,000 or more pay-rollers on government boards, bureaus and commissions.

To destroy the individualism that had made America great a cloud appeared in the skyline that increased steadily in size and menacing blackness. Socialism, that European scourge, arrived. Realizing that America would never overthrow individualism by violence, a quiet, effective method was used to slowly force our nation down the road to socialism. One at a time. A step here and a step there. Increased governmental activities that belong to the individual and to private business were placed in operation until business awakened to the danger facing it. Sugar-coated pills were fed in the guise of progressive action, of improving the nation, then perfectly well. And business, engaged intensively in its own developments, failed to sense the danger until major basic industries were shackled.

Notable examples of federal intrusion in private matters included the Interstate Commerce Commission, instituted in 1887 with an initial expenditure of \$15,140 and duties limited to rate adjustments, which increased in 1929 to 8 million dollars and found the railroads bound hand and foot and unable to move except by its edict. Another glaring example is the Farm Board now expending the last of its 500 million appropriation, with power unlimited and using it, but with wheat prices and prices of all other grains shrinking under its direction to the lowest levels in the memory of man. Its Stabilization Corporation is suffering from over-extension of financial interest. So much so that a bill recently passed the Senate authorizing the giving of 40 million bushels of wheat to charitable agencies drew a statement from Chairman Stone that their wheat is pledged as collateral to bank loans. Since the wheat is mortgaged, someone must furnish the money to get it out of soak before it can be released, and the 16 million dollars necessary is not available in Farm Board funds.

Today there are 150 relatively new and independent federal bureaus created to regulate the citizen's activities from cradle to grave. "They are relatively small but their aggregate is startling. In 1918 these expended \$3,400,000; in 1921 they had mounted to \$163,000,000. In 1931 the appropriation needed \$556,000,000, an increase of 241 per cent in the last ten years, and this does not include \$225,000,000 or more that the Farm Board grudgingly admits it lost trying to set aside the law of supply and demand. Politicians have offered as their only solution an increase of taxation and to many, the limit of the ability to bear taxes appears to have been reached.

The battle between individualism and Socialism is joined. The decision of the American people between the doctrines of our fathers and the Russian revival of a government in which is centered all power of life or death, must be recorded. Recognizing that the conflict is to be determined here, and that the decision must be given at the ballot box, the Federation of American Business takes up the battle for the American theory of government based as it is upon human liberty, human happiness and exercise by government of only such powers as are directly and deliberately delegated to it by the citizenship whose creature it is.

## Program of the Tri-State Ass'n

The 14th annual convention of the Tri-State Country Grain Shippers Ass'n is scheduled to be held at the Nicollet Hotel, Minneapolis, Minn., Thursday, Feb. 18. Representation will be present from the country grain trade of the 3 major states represented by the organization, Minnesota, North Dakota and South Dakota.

A good program has been prepared with the regular addresses and reports of officials of the ass'n, and com'ites. A large part of the program will be open to general discussion of problems with which the membership is faced.

Following the luncheon, an annual feature, Clyde B. Helm, Minneapolis, will give "What Price Profits?", an address that will concern itself with business conditions and bureaucracies, and their inter-relation.

## Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Jan. 26-28. Farmers Grain Dealers Ass'n of Iowa at Warden hotel, Ft. Dodge, Ia.

Feb. 3-4. Farmers Grain Dealers Ass'n of North Dakota, Bismarck, N. D.

Feb. 4. Michigan Bean Jobbers Ass'n, Detroit-Leland Hotel, Detroit, Mich.

Feb. 9-11. Illinois Farmers Grain Dealers Ass'n, Peoria, Ill.

Feb. 16-18. Minnesota Farmers Grain Dealers Ass'n, West Hotel, Minneapolis, Minn.

Feb. 18. Tri-State Country Grain Shippers Ass'n, Minneapolis, Minn.

Feb. 20. Feed Dealers Ass'n of Washington at Tacoma, Wash. Tacoma Hotel, headquarters.

Feb. 22-23. Ohio Farmers Grain Dealers Ass'n, Toledo, O.

Feb. 23-24. Eastern Federation of Feed Merchants, Syracuse, N. Y.

Feb. 23-24. New York State Hay & Grain Dealers Ass'n, Syracuse, N. Y.

Feb. 25-26. Farmers Grain Dealers Ass'n of Indiana, Fowler Hotel, Lafayette, Ind.

Mar. 28-30. Society of Grain Elevator Superintendents of North America at Sherman Hotel, Chicago, Ill.

Apr. 27-28. Illinois Community Feed & Grinders Ass'n, Peoria, Ill.

May 31-June 1. Pacific States Seedsmen's Ass'n, San Francisco, Cal.

June 21. Farm & Grass Seed Group, A. S. T. A., Chicago, Ill.

June 21-23. American Seed Trade Ass'n, Sherman Hotel, Chicago, Ill.

Walla Walla, Wash.—Senator Wesley Jones was urged recently by a com'ite of citizens to work for the repeal of the Agricultural Marketing Act, specifying several objectionable results of the Act. As an example of the vicious operation of the Farmers National Grain Corporation it is stated from July 2nd to 6th inclusive, farmers in Walla Walla sold wheat for prompt shipment based on 67 cents per bushel sacked, Seattle. On July 7th, private dealers in Walla Walla were advised by wire not to pay any more premiums on early shipment wheat as farm board subsidiary had offered to sell at 57 cents and agreed to loan wheat to the buyers to be returned in Sept. at 3 cents per bushel premium, which knocked the farmers out of premiums on early shipment wheat. Some farmers actually sold their wheat later at 20 cents per bushel less.

## Program of North Dakota Grain Dealers Convention

The North Dakota Farmers Grain Dealers Ass'n will hold its 21st annual convention this year at Bismarck, N. D., Feb. 3-4. The Patterson Hotel will be headquarters. One of the interesting annual features of this meeting is the Grainmen's Band, which opens every session. P. A. Lee, sec'y has been busy arranging an interesting program for the two days' sessions, and the tentative plans are as follows:

### Tuesday, Feb. 3, 10:00 a. m.

Invocation—Rev. F. E. Logee.  
Address of welcome—Mayor A. P. Lenhart.  
President's message by C. H. Conaway.  
Reports of the Secretary-Treasurer.

### 1:45 p. m.

Address—Gov. George L. Shafer.  
"Some Phases of the Railroad Situation"—B. W. Scandrett, Executive Vice-Pres. N. P. Railway.  
Question box.

### Wednesday, Feb. 4, 9:30 a. m.

"Duties of the Railroad Commission"—Ben Larkin, Board of Railroad Commissioners.

Address—E. W. Gillig, Chairman, N. Dak. Advisory Seed Com'ite.  
Question box.

### 1:30 p. m.

Report of Resolutions Com'ite.  
Election of Directors.  
Open discussion—subjects approved of by assembly.

## Minnesota Farmers Elevator Ass'n Outline Tentative Program

The 1932 convention of the Farmers Elevator Ass'n of Minnesota is to be held at Minneapolis, Minn., Feb. 16-17-18. Headquarters will be the West Hotel, and all business sessions will be held in the Moorish and Colonial Rooms. The program is as follows:

### Tuesday, Feb. 16, 10:30 a. m.

Call to order—Theo. Frederickson, pres., Murdock, Minn.  
Community singing.  
Invocation.  
Address of Welcome.  
Response.  
Announcements, appointment of com'ites, Sec'y's report, etc.

### Tuesday, 2 p. m.

Executive Session—Managers, delegates, and officers of Farmers Elevators.  
(This session will be devoted entirely to a frank and free discussion of vital problems pertaining to the farmers elevators and their service departments. Only managers and officers will be admitted.)  
Program in charge of Managers Com'ite.

### Wednesday, Feb. 17, 10 a. m.

Round Table Discussion—"How can the Farmers Elevator better meet present growing competition and serve its patrons more economically?"  
General Discussion—Led by Bert Milligan, Westbrook; G. S. Skiem, Litchfield; Albert Immer, Jeffers; G. B. Hanger, Winger.  
"The Influence of Taxes," F. S. Betz, Chicago.

### Wednesday, 2 p. m.

"The Invisible Influence," W. B. Snow, economist and statistician, Chicago, Ill.  
Address—Governor Floyd B. Olson, St. Paul.  
Round Table Discussion—"Truck Delivery and Its Relation to Farmers Elevators."  
General Discussion—Led by Albert Thorson, Watertown, Minn., and Harry Walker, Hutchinson, Minn.

### Thursday, Feb. 18, 10 a. m.

Screen Display—"Sheet Metal Covering for Farmers Elevators." (This is a moving picture.)

"Home Financing"—General Discussion.  
Led by H. E. Hedren, Manager Farmers Elevator Co., Lafayette, Minn.  
"What Is the Most Desirable Power for Farmers Elevators?"—General Discussion.

### Thursday, 2 p. m.

Business Session.  
Com'ite reports.  
New Business.  
General Business.  
Election of Officers.  
Banquet and entertainment at 6:30 p. m. by the Minneapolis Grain Commission Merchants Ass'n, Nicollet Hotel.



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Statistics on Corn Production

*Grain & Feed Journals:* Where can I obtain figures on corn production, corn consumption and corn acreage, all divided by states, and given for each of the past 10 years or so. I am particularly interested in the statistics for Colorado and desire the production and acreage figures further divided by counties, if possible. I also desire to know the approximate percentage of yellow, white and mixed corn for Colorado.—R. E. Smith.

**Ans.:** The annual Year Books of the U. S. Dept. of Agriculture give the production of corn by states.

For statistics by counties see the 15th census of the United States, giving the acreage, production and number of farms producing corn in each county for the year 1929. These are published in pamphlets, 9 x 11½ ins., as "Agriculture, Colorado, Statistics by Counties, Second Series, Selected Crops," Government Printing Office, Washington, D. C.; price, 15 cents.

As to the colors of corn grown it may be possible to obtain this information by addressing C. P. Gillette, director Experiment Station, Fort Collins, Colo.

### Preferred Claim on Check Clearing thru Federal Reserve?

*Grain & Feed Journals:* Had a check on what later developed to be a defunct bank that cleared thru the federal reserve clearing house at Columbus.

They advise me that because this check cleared thru this channel I have a preferred claim on the assets of the defunct bank. I was on the point of demanding the check back to claim the money in exchange from the drawer thereof, however, they advise against it.

Will you kindly post me on what the status of my check and claim is.—Ohioan.

**Ans.:** Since this check seems to have been passed along promptly by Ohioan he has a good claim against the drawer, in law; and, if the drawer is good, he can be made to pay. However, in the interest of drawer Ohioan should permit the receiver of the defunct bank to honor the alleged preferred claim, as the drawer has only the status of an ordinary creditor. It may be that the check is good because of the federal reserve clearing house having a balance to the credit of the defunct bank applicable to checks. The channel of clearing is immaterial, the status depending on law or on the funds of the failed bank being augmented.

### To Remove Odor and Stains of Smoke from Concrete Bins

*Grain & Feed Journals:* One of our clients had a bad fire recently which destroyed several buildings of wood construction adjacent to their concrete grain elevator, which also suffered considerably from the fire.

After the burned wheat was removed from the concrete tanks the inside walls were found to be badly covered with smoke stains and to have a residue of very bad odor.

What should be done to eliminate the smoke stains and especially the strong smoke odor, which we fear would affect any wheat which may be handled thru the tanks. Are there any effective methods to remove the smoke stains and do away with the bad odor?—Louis Delivuk & Co., Spokane, Wash.

**Ans.:** Elevator builders and superintendents offer the following suggestions. First try washing off the stain with muriatic acid,

and then fumigate by burning sulphur in the bin.

Another suggestion is to coat the walls with calcium chloride. The calcium chloride is the same as that used to keep water barrels from freezing. It should be made into a thick slush with water and sprayed on the wall. It will not harm the grain.

### Soybean Classes, Grades, Inspections

*Grain & Feed Journals:* By what method are soybeans tested and inspected in this country? Do interior elevators have laboratories for inspecting? Or are such laboratories found only at the terminals? How are beans cleaned? Are any books available giving inspection and grading information?—Richardson Scale Co., Chicago, Ill.

**Ans.:** Soybeans are divided into five classes, yellow, green, brown, black, mixed. The oil mills purchase yellow soybeans for processing purposes as the oil content is fairly high and the beans produce a bright colored meal. Other varieties are used largely for hay purposes.

Six grades of soybeans recognized as U. S. grade: Extra No. 1 for seed beans, Nos. 1, 2, 3, 4 and sample grade.

Grade is determined by condition and general appearance, minimum test weight per bushel, moisture, splits, damaged beans and foreign material.

To determine foreign material, sieve should be of metal with round-hole perforations 10/64 inch in diameter; depth of sieve should be 1½ inches, inside diameter 12¾ inches and nest freely in the bottom pan, which should have a depth of 2½ inches.

Moisture content can be determined with any standard grain moisture testing apparatus, using 100 grams of soybeans, 150 c.c. of oil and turning off heat at 175° F.

Damage in soybeans is determined by appearance of sample. It is due to frost, weather conditions, excessive moisture, and heating in storage.

Soybeans are never cleaned by washing. Beans can be readily cleaned by using soybean screens in seed cleaning machinery or by using an aspirator.

Soybean inspection is being handled by the Hay, Grain & Seed Division, Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C. Their inspectors issue Federal Inspection Certificates and charge several times the fee charged on terminal markets for inspecting corn, wheat, oats, etc.

The bureaucrats had the inspection law so drawn that a part of the inspection fee would have to be returned to Washington, a mild form of Bureaucratic Racketeering. They started out charging \$5 per car inspection fee but have reduced this to around \$2.25 per car in the Central West.

Soybean inspection should be included in the Grain Standards Act and the inspection should not exceed \$1 per car. This would require a special act of Congress and you can rest assured that the Bureaucrats will do all they can to protect their racket. As a result of this condition, several markets have refused to establish Federal Soybean Inspection. One of the largest soybean markets in the entire country does not have Federal inspection. The beans handled are inspected by State Grain Inspectors. The soybean inspection fee is \$1 per car and shippers appear to be well satisfied with the inspection service.

When a shipper calls a federal appeal on a car of soybeans, sample is obtained from car and forwarded to Washington, D. C., giving the beans a good chance to break up in transit by parcel post. If the Federal Inspector in Washington grades the beans higher than the grade obtained at terminal market, there is no charge for appeal inspection. However, if the appeal inspection determines the grade of beans to be the same or lower the appeal inspection fee is twice the amount of the fee charged at the terminal market.

A handbook of United States Standards for soybeans is published by the U. S. Depart-

ment of Agriculture, Bureau of Agricultural Economics, Washington, D. C., from which it is obtainable.—F. A. W. [These grades were also published in GRAIN DEALERS JOURNAL, March 25, 1929, pg. 399.—Ed.]

### Manager Trading in Futures?

*Grain & Feed Journals:* A manager who had strict orders from the board of directors not to store or hedge grain and who in his monthly reports to the board did not show either stored or hedged grain finally admits that he has shipped and sold about 20,000 bus. of stored oats and in return has bot 15,000 bus. of corn as a hedge which has worked out very badly for the company.

He had no letter of authority to trade in futures from the board, in fact he had strict orders not to do so, but to buy grain on a certain per cent of margin of profit and to keep sold up on all grain.

Kindly give me your opinion as to the liability of the firm accepting such trades.—Correspondent Broker.

**Ans.:** It is commonly understood in the grain trade that the manager of a grain company is fully authorized to buy and sell futures as a hedge and the company executing his orders has a good claim against his principals.

The company executing the orders is not bound by any secret instructions to the agent manager about which it has no knowledge.

In the absence of any showing that the broker was notified by the company of limitation on the manager's power, the company cannot recover any losses from the broker.

### Colorado Grain Dealers Meeting

[Concluded from page 73]

J. W. Borders, Stratton, Colo.; Geo. Meyers, Big Springs, Nebr.; Paul Reimer, Holyoke; Geo. Maag, Wray; and H. M. Welsh, Sterling, Colo.

Adjourned *sine die*.

### Convention Notes

THE BANQUET and entertainment tendered the Ass'n by the Denver Grain Exchange in the Grand Ballroom of the Albany Hotel Monday evening was a complete success, notwithstanding some of the visitors went to the Live Stock Show. The dancers seemed to have a strong preference for bald heads and silver locks.

THE MARKED gain in membership due to the effective work of Sec'y Welsh won merited approval.



Grant M. Miles, Pres. Elect  
Peoria Board of Trade



# Colorado Grain Dealers Entertained by Denver Exchange

The eighth annual meeting of the Colorado Grain Dealers Ass'n was called to order in the Rose Room of the Albany Hotel, Denver, Monday morning, Jan. 18th, by Pres. B. H. Achenbach of Julesburg.

The president congratulated the Ass'n on the attendance under the existing business condition, because "it shows your real interest in the progress, the welfare of your business."

THOS. MAINLAND, president of the Denver Grain Exchange, welcomed the dealers to the city and told them of the ever growing need for cooperation in promoting the common needs of the business.

The decreasing acreage sown to wheat in the older Eastern states makes it imperative that we increase our acreage sown to all grain.

I see no excuse for pessimism among the grain dealers of Colorado, because you have a stable business that is growing and the consuming power of the people is sure to keep the demand for grains on the increase. You have nothing to fear. The golden future of your business is assured.

SECY. H. M. WELSH of Sterling thanked the Exchange for its words of welcome and for the entertainment tendered the members of the Ass'n while in the city.

WORTH ALLEN of the Public Utilities Commission, in discussing Truck Regulations, said, a license to operate a private truck does not authorize him to do hauling for the public.

The railroads have been slow to recognize truck competition and slower to meet it. We have experienced some difficulty in differentiating between private and common carriers. One man with a truck can haul for several firms and a number of these private carriers can wreck the freight business of the common carriers.

In this state 33,000 licenses have been issued to truck owners and the Secy. of State estimates that 10,000 are hauling for hire.

Many of the truck owners experience difficulty in getting anything to do and doubtless many of them fail to earn a living, but they have nothing else to do.

Coalhaulers of Northern Colorado in delivering coal add the cost of transportation to their fuel cost and while they clutter up the highways it is difficult to forget that they are peddlers and call them carriers.

If the state is to regulate common carriers we must eventually regulate private truck owners who haul for hire.

It is to be regretted that the public does not take more interest in the framing of new laws for the regulation of trucks. Criticism in advance of enactment would result in more helpful, more practical laws.

The Supreme Court of Colorado declared the law authorizing the Commission to fine offenders to be unconstitutional, so all we can do is to order offenders to cease and desist or apply for an injunction or induce the prosecuting attorney to bring suit.

We can not regulate trucks doing an interstate business; Congress alone has that power.

E. C. JOHNSON, Lieut. Governor of Colorado: I am convinced that government which governs least, governs best.

For the last dozen years I have been manager of a Farmers Elevator and under the depressing conditions existing the last two years it has been very difficult to do business

at a profit. We can not ignore supply and demand and so long as we produce a surplus it will continue to depress market values.

With the adoption of the Hoover Plan for buying and holding wheat the Government established the Farm Board. Its attempt to peg the price of wheat has wrought disaster to many believers in the power of Government to fix the price. With its enormous revolving fund it proved the folly of the small fry speculator attempting to control the market which it has utterly failed to control.

I do not believe in paternalism in Government, but I have every faith in the power of individual initiative.

SECY H. M. WELSH reported an increase in the membership from 41 to 75 and \$486.00 in the treasury.

So many shippers complained of heavy shortages in shipments to west coast markets we sent a formal protest to all west coast buyers insisting that in the absence of official terminal market weights shippers sworn weights must be accepted.

Railway weights depend upon the stenciled tare weight which changes with the weather so destroys the value of railroad weights.

Weighing facilities at interior west coast points do not compare with our shippers scales so should not be considered.

Whenever you are in trouble let us know, we may help you.

H. G. MUNDHENK, sec'y Denver Grain Exchange, in discussing "Crop Statistics" said:

## 1931-2 COLORADO CROP STATISTICS

The 1931 valuation of crops in Colorado dropped to \$63,099,000—about half of that of 1930 and less than half of that of 1929. This reduction is due to lower production, and greatly reduced values.

Our total acreage of all grain crops harvested in 1931 was 6,719,000 from original plantings on 7,491,000 acres, representing a reduction of 7% from the acreage of 1930. Corn and grain sorghums were the only two crops which showed increased acreages while plantings of wheat, oats, barley, rye, beans, broom corn and hay were much lower than in 1930. The reduction in acreage was principally due to drought conditions, shortage of irrigation water and insect damage. General abandonment was about 10.3% as against 3.4% last year and 5.5% registered as the five-year average. The 1931 yields were practically the lowest on record, in contrast with 1930's banner production in most crops.

The individual values of Colorado grain, hay and bean crops in 1931 were as follows: Hay, \$14,692,000; corn, \$7,711,000; wheat, \$7,176,000; barley, \$2,201,000; sweet sorghums, \$1,430,000; grain sorghums, \$1,170,000; beans \$1,148,000; oats, \$1,021,000; broom corn, \$530,000; total, \$37,079,000.

In spite of these crop statistics, the movement of practically all agricultural commodities has been heavier than last year. The records of the Denver Grain Exchange show an increase in inspections during the calendar year from January, 1931, to December, 1931, of 641 over the same period of 1930. Denver inspections have been building up on a gradually increasing scale year by year since the founding of the Exchange in 1912.

The 1931 seeding of winter wheat is estimated to be 1,103,000 acres—87% of the acreage planted last year. The condition of this crop is 54% compared with 86% at the same time last year and a ten-year average of 81.8%. The present crop was seeded under very unfavorable conditions and the current condition is the lowest on record.

While the general business situation throughout the country is still in a depressed condition, there is evidence in many sections of improvement, which would tend to indicate that we have reached the bottom and are commencing to climb slowly back toward a better outlook.

On behalf of the Denver Grain Exchange, I wish to extend to each and everyone of your members a sincere hope for more and greater prosperity during this year and to add that your shipments to the Denver mar-

ket will be given one hundred per cent service.

I wish to appeal to those of you who are shippers of grain, to instruct your help to trim cars evenly. A very common example of slipshod loading is the placing of 60,000 pounds in an 80-capacity car and piling the grain in both ends with nothing in the middle, the loader probably figuring that the roll of the car in transit will level the grain. This is not the case, however, and the cars reach us in the same condition as when loaded, making it difficult for our men to get a representative sample. Always trim your cars, it operates to your advantage and do not load closer than twenty-four inches from the roof to allow for sampling.

Every effort is being made by the officers and members of the Denver Grain Exchange to provide one-hundred percent service to shippers of all grain to Denver, which market we are trying to build up. We solicit the routing of your shipments this way and your complaints against any irregularity in the service performed by the Exchange.

H. W. LONG, Federal Grain Supervisor, Denver, in discussing "Grade Variations" said that during the crop year July 1, 1930, to June 30, 1931, out of 2,172 cars of corn shipped to west coast markets 66 were raised and 83 lowered.

During the five months July 1, 1931, to Nov. 30, 1931, out of 887 cars shipped to west coast markets the grade of 28 was raised and 32 lowered.

Shipments to 13 other markets resulted in 197 being raised and 43 lowered.

Corn inspected at Denver June 20, 1931, to Dec. 31, 1931, totaled 3,184 cars of which 93% graded No. 1, 2 and 3. The cars were graded as follows: 1,597, No. 1; 1,050, No. 2; 290, No. 3; 90, No. 4; 25, No. 5; 82, No. 6; and 50, sample.

All of which I think speaks very well for Denver inspection.

H. M. WELSH: I would like to hear from shippers to the west coast on the \$2.25 diversion charge assessed on their shipments.

J. W. CAMPBELL, Sterling: I do not think shippers should bear this charge. Some are charging the shippers; some not. Why not establish some uniform practice so shippers will know what to expect.

LEO CONNELL, Denver: On consignments the charge for the second diversion should be paid by the shipper. On grain sold track buyer pays it.

H. G. MUNDHENK: Since the Houston meeting North Coast buyers still persist in charging back on shippers the second diversion charge, but few South Coast buyers charge it back. The Denver Exchange has protested the charges.

BERT LARSON, Kimball, Nebr.: In Nebraska our state scale inspector is content to weigh his 500 lbs. of test weights on the truck scale, then he draws his automobile onto platform and weighs it again. Then charges for an inspection. Lately we have induced them to carry 1,000 to 1,500 test weights.

We will pay for inspection of our automatic scales by a competent scale expert. Some admit they do not know how to test automatic scales, but they want to attempt to inspect the scale and to collect for the service.

SECY WELSH thanked all who had contributed to the success of the meeting and John Eskildsen of the Grain Dealers Insurance Co., who had conducted the registration.

LESTER YOWELL, Amherst, Colo., moved the reelection for the ensuing year of the officers and directors whose terms had just expired and the motion was carried, so the following will serve for the coming year:

OFFICERS ELECTED: Pres., B. H. Achenbach, Julesburg; Vice Pres., H. S. Ketcham, Cheyenne Wells; Sec'y-Treas., H. M. Welsh, Sterling.

Directors: B. W. Larson, Kimball, Nebr.;

[Concluded on page 72]



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

### Country Needs Independent Business Men

*Grain & Feed Journals:* There is no question but what we ought to get the government out of business, especially out of the farming business, because it has made a terrible mess of things. Likewise it is trying more and more to run the railroads, definitely pegging the price of railroad labor until it takes 1,000 to 1,500 bus. of wheat to pay a railway conductor's salary for a month.

President Hoover was opposed to stabilization measures in the first start and has remained opposed to such methods, but once such vicious legislation as that on the statute books gets started, demand for stabilization will be invoked.

What this country needs is a few good, independent, clear-thinking business men. We would not have government in business if the business leaders were competent, independent and able to function without consulting a book of rules.—C. C. Isely, C. C. Isely Lumber Co., Dodge City, Kan.

### Beer Brewing Would Stimulate Industry

*Grain & Feed Journals:* If the Volstead act was repealed or even amended to allow the manufacture of real good prewar beer it would give an outlet for 80,000,000 bus. of grain. This represents 10% of the wheat crop of the United States and any grain man can quickly tell you what this added demand would do to grain prices. They would pop up fifty per cent within the week following the passage of the bill and at the end of the week one million and a quarter men would be in possession of a job. These jobs would be furnished by the breweries, by the railroads to haul the 180,000 cars of coal necessary (3,220,000 tons), by the building trades in refitting the breweries, by machinery companies, by bottle manufacturers, and by an unending ramification of industrial activities. Anyone with half a grain of sense can visualize the advantage of putting over a million men to work within the next week.—H. H. Bartells, mgr. Graham Grain Co., Streator, Ill.

### Farm Board Has Destroyed the Market

*Grain & Feed Journals:* For the past two years at least it has been known and admitted that the farmers of the country as a mass have been, not with their backs to the wall, but bankrupt which called for the creation by the Hoover administration and congress of the Federal Farm Board as a last desperate effort to save agriculture from complete collapse.

And what has been the result of this abortive effort?

Destroying what dependable market the farmer had, destroying many co-operative grain marketing institutions over the country, squandering in princely salaries, big storage fees and other "perquisites" one half of the half billion appropriated to relieve the farmer and reducing the price of wheat to the lowest figure on record.

It has "relieved" the farmer, all right, not only by destroying his former market and

piled on additional taxation but it has paralyzed the value or price of his land.

We have had years when we burned corn cheaper than coal because we could not get good price for corn on account of excessive freight rates.

We went through five years—1890 to 1896 of drouth or short crops and never in all the time of my 47 years residence in the two counties, the garden spot of America, did I find it so difficult to make a living and pay my taxes and other obligations as in the past two years of "farm relief." In fact, we are unable to pay our obligations at this time.—L. K. Schoenleber, Lincoln, Neb.

### Other Agricultural Trades Menaced by Government in Business

*Grain & Feed Journals:* For the past two and one-half years, the grain industry has assumed leadership in pointing out the seriousness of the political by-play which sought to overthrow economic forces and with some magic wands or tricks advance prices to artificial levels.

Our warning note to other industries was given in an unselfish spirit in an effort to show the futility and dangers of government in business and the resultant plunging of our market values for grain to the lowest depth in the present generation. Our caution was not heeded by industry in general. But, now the interest is widespread on account of the constant extension of this government domination.

Now, Mr. Fruit and Vegetable Dealer sees the clouds on the business horizon, just as the grain industry did two years ago, and he receives the following from his national association:

"That the financial features of the Agricultural Marketing Act are so obviously unjust that they cannot be successfully defended even by the proponents of the co-operatives which have profited from them.

"That the so-called stabilization agencies provided for in the law are so closely connected in management and finance with the Federal Farm Board that they are, in fact, government agencies.

"That the lending of public money to one group of citizens while denying the same service to other groups in competition with the favored group is as glaring a case of class legislation as is to be found in the country's history."—Wolcott & Lincoln, Inc., Kansas City, Mo.

The Farm Buro of Reno county, Kansas, has adopted a resolution requesting a "speedy cessation of Farm Board activities in the open market."

### Grain Tight Car Liner Is Quickly Placed

A one-man car liner, recently appearing on the market, has the advantages of being quickly placed and grain tight. By ordinary methods it is quite a job to place grain doors and make them tight, and find the weak spots in a car box where grain is liable to leak, plugging them to avoid loss at the terminal.

A new leak proof grain door that is quickly placed was described in the Dec. 23 number of GRAIN & FEED JOURNALS, page 716. Herewith is illustrated the car liner developed by the same company.

This liner has a bottom piece of heavy paper that covers the bottom of the car box and overlaps the side walls and ends for several inches. Another wide strip of liner goes around the car covering side and ends, from the floor to any desired height. The paper is obtainable in any desired width. When the car is loaded the weight of the grain holds the liner tight against sides and floor, sealing box perfectly and preventing leaks.

With only two easily handled pieces one man can easily line a car in five minutes with the aid of a hammer and a few nails. The liner is made of tough paper, especially for bulk shipments of granular materials. Hummel-Ross Fibre Corp., the manufacturers, will be glad to supply GRAIN & FEED JOURNALS readers with full information regarding their leak preventers. It costs many times as much to collect a shortage claim from the rail carriers as it does to prevent the leaks and by preventing leaks shippers collect for all grain placed in car.



Placing Grain Tight Car Liner



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Springfield, Ill., Jan. 20.—Mild weather continues. The average temperature equals the normal for March 20. Wheat continues in good condition and pastures are still green.—Clarence J. Root, meteorologist U. S. Dept. of Ag.

Hutchinson, Kan., Jan. 14.—Business generally is at a very low ebb here. In the territory near Hutchinson the wheat crop is in excellent condition, but farther west, in the real wheat growing region, the prospect for 1932 is very discouraging due to drouth conditions in the fall. The outlook for the next twelve months in this section is a very blue picture.—C. A. Lovell, Gano-Nash Co.

### New Developments in Argentina

At a meeting of the Grain Market Analysts Club, Chicago, Jan. 21, Signore Eduardo Gruning Rosas, consul general of the Argentine Republic, and R. J. Fink, vice consul, outlined the plans of the government to increase cereal production.

Owners of the large ranches voluntarily are turning over to settlers small parcels of land with subsistence for one year, the settler to have title after delivering to the owner each year for 10 years one-half of the crop. Highways are to be built through the agricultural regions.

The purpose is to do away with the present system of cropping by tenants who contract their crop in advance to large grain firms who act as bankers, just as in the United States the cotton planters are financed by the merchants on the security of the crop. At present two firms buy two-thirds of all the wheat.

Mr. Gruning Rosas stated that 130 country grain elevators were to be built.

### Wheat Above Export Basis

Cash wheat, if shipped from Chicago to Liverpool, should show about a 20c a bushel loss. We doubt if we have ever been that much out of line, with the exception of the stabilization period last season when it required an accumulation of over 1,000,000,000 bushels of wheat to prevent sinking to export levels.

We believe that the commission houses promiscuously have advised the purchase of wheat—stock business being very poor. Most of them do not make a specialty of grain, but just follow the line of least resistance. And when the market once starts in any one direction they recommend pyramiding lines. This is not the first time we have seen an artificial market of this kind; they all act the same way. As long as the market advances and new buyers come in the market will run the same course, finally there will be some realizing sales, and whenever the decline starts everybody will want to sell at the same time and the inevitable will happen. This, in our opinion, is no exception. Whether this will be the case from the present level or 5 to 10c higher nobody can tell, because it depends upon unforeseeable events.

A great many persons believe this advance is similar to the one which happened a few months ago, and which did not collapse until wheat finally reached 73c. However, they forget that at that time, and until wheat reached 62c there was a good export demand, and also there was a good domestic demand for flour and millers were heavy buyers. This is not the case now.—Uhlmann Grain Co.

Winnipeg, Man.—The Grain Research Com'te of the National Research Council of Canada, is preparing a program of studies on drought-resistant wheats. Drought takes great toll on the 12,000,000 acres in southern Canadian prairies.

Lincoln's Philosophy: I do the best I know how, the very best I can; and I mean to keep on doing it to the end. If the end brings me out all right, what is said against me will not amount to anything. If the end brings me out all wrong, ten angels swearing I was right would make no difference.—Abraham Lincoln.

Hessian flies have captured every wheat field in Gage county, Nebr., as well as sec'y of Finance D. S. Dailey, who insists the infestation is the worst he has ever seen, Shoo!

Our Open winter is credited with encouraging daily additions to our winter wheat acreage. This will no doubt help to swell the loss of the Farm Board on its surplus stocks now in store.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Houston, Tex., Jan. 1.—Grain exported from the Port of Houston during the calendar year 1931 totaled 2,898,701 bus. of wheat, 251,600 bus. of kafir and 154,285 bus. of milo. Total amount of wheat exported during 1930 was 5,226,809 bus.—L. P. Clausen, chief grain inspector.

Sioux City, Ia.—Receipts of grain for 1931 were as follows: Wheat 3,844,000 bus., corn 3,204,000, oats 1,978,000, rye 8,000, barley 139,000. Shipments, for 1931 were: Wheat 786,000 bus., corn 2,550,000, oats 2,392,000, rye 4,000, barley 128,000, flour 436,762 bbls., corn meal 15,363 bbls., feed 28,424 tons.—Sioux City Grain Exchange, Paul Larson chief inspector.

### Corn by Ship New Orleans to Seattle

The SS Point Brava, on Dec. 12, lifted 35,714.16 bus. of shelled corn at the Public Grain Elevator, New Orleans, for coastwise movement to Seattle, Wash. This is the first time in the history of the port, according to J. P. Stanfield, that corn is moving in this channel.

The corn comprising this shipment originated on river barge out of Burlington, Ia., and was inspected both in and out of New Orleans as No. 2 yellow corn, moisture content approximately 15 per cent.

The running time of the SS Point Brava is about 28 days. The corn was loaded in holds 1 and 5 with 10,000 bus. in hold No. 1 and 25,714.16 bus. in hold No. 5. Every precaution was taken to insure the safe carrying of this corn to the extent that the holds of the vessel were boarded and papered, and all shores boxed in, resulting in the corn not touching the steel hull of the vessel. It is natural to say that any vessel out of this port entering southern waters and again entering the cold waters of the Pacific is subject to excessive sweating, and the preparation of the holds here in the manner described above will keep this moisture from the corn.

Upon arrival at Seattle the corn graded No. 2, with 14.6% moisture. The shipment undersold by a wide margin corn offered from Kansas, Nebraska and Colorado.

Thomas Connolly of Havre, Mont., has been elected a director of the Farmers National Grain Corporation in place of Geo. E. Duis; and Lyle Hague, Cherokee, Okla., has been elected in place of John Manley. Wm. H. Settle of Indianapolis, Ind., becomes vice pres., and is succeeded by Chas. B. Steward of Lincoln, Neb.

No charters of full cargoes of grain were made for two weeks at New York, until recently when a Dutch steamer, accepted 5½ cents for 21,000 quarters for prompt loading from New York to Antwerp-Rotterdam with option of discharge in the United Kingdom on the basis of 1s 7½d, probably the lowest rate for a cargo on record, according to one freight broker. The only other charter was a 5,100-ton steamer from the Gulf to Greece on the basis of 2s 9d for January-February loading.

The proposed wheat quota system for Great Britain is not meeting with any favor in milling circles, as it is said to be unworkable. The 15 per cent native wheat to be ground is about equal to the average production in Great Britain. Import of dominion wheat will have to depend upon the size of the native crop and the ruling price in these countries compared to values in the United States, Argentine and Russia. Canada has tentatively agreed to grant England some reciprocity for this preferential quota but nothing definite can be agreed until the conference is held in Ottawa next spring. This will be after the new crop is sown in western Canada.—Broomhall.

### Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at following markets for the past two weeks, have been as follows in cents per bushel:

Wheat												
	Jan. 13	Jan. 14	Jan. 15	Jan. 16	Jan. 18	Jan. 19	Jan. 20	Jan. 21	Jan. 22	Jan. 23	Jan. 25	Jan. 26
Chicago .....	56½	56½	56½	59½	60½	59½	60	59½	59½	58	58½	57½
*Winnipeg .....	52½	52½	52½	53½	54½	54½	54½	54	52½	53½	53½	53½
*Liverpool .....	55½	56½	55½	55	55½	55½	55½	55½	55	54½	54½	54½
Kansas City .....	49½	48½	48½	51	52½	50½	51½	51½	51½	49½	50½	49½
Minneapolis .....	67½	67½	67½	69½	71½	70	70½	70½	70½	68½	68½	68
Duluth, durum .....	66½	66½	66½	69½	71½	69	69½	68½	68½	66½	66½	66
Omaha .....	49½	48½	49½	51½	52½	50½	51½	51½	51½	49½	49½	....
St. Louis .....	54½	53½	54½	56½	58½	56½	57½	57½	57½	55½	56	....
Milwaukee .....	56½	56½	56½	59½	61½	59½	60½	59½	59½	58	58½	....
Corn												
Chicago .....	40½	39½	39½	41½	42½	41½	41½	41½	41	40½	40½	40½
Kansas City .....	38½	38	38½	40	40½	39½	39½	39½	39½	38½	38½	38½
Omaha .....	38	37½	37½	39½	40	39½	39½	39½	39	38½	38½	....
St. Louis .....	39½	38½	38½	40½	40½	40	40½	40½	39½	39½	39½	....
Milwaukee .....	40½	39½	39½	41½	42½	41½	41½	41½	41½	40½	40½	....
Oats												
Chicago .....	25½	25½	26	26½	26½	26½	26½	26½	26	25½	25½	25½
Winnipeg .....	32½	32½	32½	32½	33½	32½	32½	32½	32½	32½	32½	31½
Minneapolis .....	26½	26	26	26½	26½	26½	26½	26½	25½	25½	25½	25½
Milwaukee .....	25½	25½	25½	26½	26½	26½	26½	26½	26½	25½	25½	....
Rye												
Chicago .....	46½	45½	45½	47½	48½	47½	47½	47½	47½	45½	46	45½
Minneapolis .....	43½	42½	42½	44½	45½	44½	44½	44½	44½	43½	43½	42½
Winnipeg .....	46½	45½	46½	47½	48½	47½	47½	47½	47½	46½	46½	45½
Duluth .....	44½	43½	44	45½	47½	45½	45½	46	45½	44	44½	44
Barley												
Minneapolis .....	39½	39	39½	40½	40½	39½	40	40	39½	39½	39½	39½
Winnipeg .....	41	40½	41½	41½	42	40½	41½	41	41½	40½	40½	39½

\*Deduction made on wheat only for depreciated currency.



### Hearing on Alleged Frauds at Elevator "M"

Governor Olson of Minnesota on Jan. 18 closed the taking of testimony on the charges that the state railroad and warehouse commission had neglected its duty to investigate irregularities at Elevator "M," and took the case under advisement. The hearings had started Nov. 17. A decision will be given in 10 days.

R. A. WILKINSON, chief investigator for the state grain inspection department, testified: "After taking over the elevator from the Farmers Union Terminal Ass'n, the Farmers National dallied for weeks holding up our investigation.

At first we were told there were some empty tanks in the elevator and there would be plenty of room to shift grain under investigation in a reweighing process. If there was not sufficient room, more grain was to be taken out of the elevator.

Instead of taking grain out, however, wheat in the cars on the tracks was placed in the elevator, eventually filling up all available space. This was done to eliminate possibility of competition from the Farmers Union during the next crop season.

Then we were told a new tank would be erected, and there were delays for another few weeks in arguments over plans, costs of new weighup and similar technicalities.

As a result, Elevator M was sold by the Farmers Union Terminal association to the Farmers National Grain Corporation, and became a private warehouse before the reweighing got under way, placing it outside the jurisdiction of the commission.

Mr. Wilkinson admitted state men were not stationed at the tanks in Elevator M to obtain samples but the state relied on a sampler furnished by the Farmers National Grain Corporation.

Wilkinson admitted on the stand he "might have erred" in not personally supervising the second weigh-up of grain in twelve bins at Elevator M from which the seals were removed by the commission when taken over by the Farmers National Grain Corporation.

TOM DAVIS, counsel for the Farmers Union, intervenor in the case, contended the charges were an attack on the Farm Board and the Agricultural Marketing Act, brought by the Minneapolis Chamber of Commerce.

In a 51-page statement, about 10 pages of which were devoted to actual facts in the case, Davis maligned John J. McHugh, secretary of the Minneapolis Chamber of Commerce, his assistant, Edward Hughes, and Senator Mullin. He said: Governor, the greatest fraud now existing against the farmers is the federal grading act. Your voice, I am sure, will be raised in protest against this iniquity. If we had the grading acts which Commissioner Jacobson has fought for, this hearing would not have been possible.

O. P. B. JACOBSON, chairman of the state railroad and warehouse commission, made an affidavit in which he stated that John Bonner, assistant attorney general, advised the railroad commission "that it had no jurisdiction over a private elevator and that if owners of the elevator delivered up their state license and had satisfied all warehouse receipts there was nothing else to do but break the seals." This referred to seals that the railroad commission had placed on 12 bins of grain at Elevator M, whose grades had been questioned.

C. J. LAURISCH, commissioner, testified that the Minnesota railroad and warehouse commission made every effort to weigh and grade the grain in Elevator M to determine whether samples had been tampered with, but was thwarted by the owners of the elevator.

ROGER DELL, attorney for the commission, asserted that the body had acted as promptly and with as deep an interest as it could in investigating the original charges.

There was no wrong done by the commission or the Farmers' Union, he said. The

only wrong was in the federal grading act which permitted No. 1 wheat being made thru mixing with inferior grades, he said.

As a result of the federal grades system, farmers for 1928 alone lost between \$500,000 and \$1,000,000, Mr. Dell charged. He asserted that Chairman Jacobson for years has led a fight in the interests of the farmers to change the federal grades.

CHESTER N. NICHOLS, counsel for State Senator Gerald T. Mullin, who filed the charges, in his final argument, laid the alleged delay in the investigation to Mr. Jacobson, chairman of the commission. He said:

The whole picture of what happened conclusively proved gross neglect on the part of the commission. The other two commissioners, Frank W. Matson and C. J. Laurisch, had taken but little part in the elevator M proceedings. Commissioner Laurisch did not have any friendship with the Farmers' Union.

The whole picture of what happened conclusively proved gross neglect of duty and gross negligence on the part of the commission. The commission had it in their power to determine the grade of the grain in the 12 tanks in the elevator and did not do it. The failure of Colonel R. A. Wilkinson, chief inspector for the commission, to follow through with the investigation, reeks with fraud and connivance.

No one can give the governor or anyone else any reason why the 12 tanks were not regraded and resampled, nor can anyone say it was an oversight on the part of the commission.

Commissioner Jacobson and Colonel Wilkinson failed to tell Attorney General Benson that there was more than 1,000,000 bus. of grain belonging to the government and the farmers in that elevator. Elevator M was at all times a public elevator, even after July 15 when it was taken over by the Farmers National Grain Corporation.

Colonel Wilkinson for more than a month meant to have every tank reweighed and regraded if it was the last thing he did. When it came to the showdown he didn't do what he could have done. What induced this old soldier to lower his flag? Why did he have a change of heart? It looks like he joined the family, maybe under protest.

On July 29, the Farmers' Union was in a hole because if the state took samples and the commission did its duty under the law, someone would go to jail. Something had to be done and something was done.

I believe that from the whole record we have proved mathematically that in April at least five to seven of the 12 tanks were fraudulently graded by heavy wheat being put in samples by employees of the Farmers' Union, and that 45,000 bus. of wheat in the elevator was rerun twice.

Only four of the original 13 charges remain against the commission. These involve alleged laxity on the part of the commission in its supervision of Elevator M and its investigation of complaints of wheat grade tampering at the elevator, formerly owned by the Farmers Union and sold July 25 to the Farmers National Grain Corporation, an affiliate of the Federal Farm Board.

Three things mark the success or failure of any business. They are cost, selling price and quantity.

### The Enlarged Norris Elevator at Kansas City

The new storage unit recently completed for the Norris Grain Elevator at Kansas City, Mo., is the second addition made since the construction of the first unit in 1915.

Originally the plant comprised a working house and a storage annex, together with receiving shed, loading out shed and office building, the reinforced concrete working house having 45 bins. The storage unit had 16 round and 9 interstice bins, the capacity of working house and annex having been 1,000,000 bus.

The annex built in 1919 consists of 32 round bins, 21 inside interstice bins and 18 outside interstice bins, or a total of 71 bins with a bin capacity of 1,000,000 bus. This annex is built entirely of reinforced concrete and steel and is entirely fire-proof as is the workhouse and the original storage unit. It has two distributing belts at the top, two draw down belts in the basement. It is also provided with a 20,000-bu. per hour elevator leg for turning the grain. With this leg grain can be turned in the annex without going back to the workhouse.

The new storage unit recently completed consists of 34 circular bins, 19'6" in diameter by 98' deep, 2 half round bins, 24 interstice bins and 4 square bins, a total of 64 bins having a total storage capacity of 1,000,000 bus.

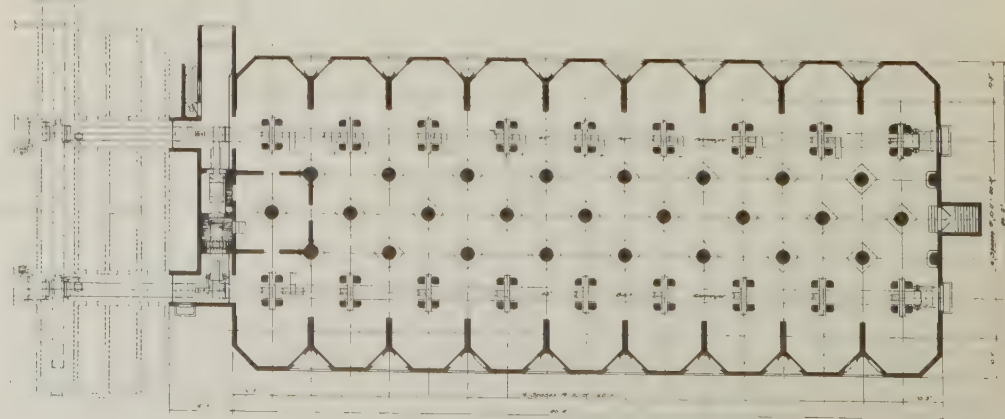
The situation of the new fire-proof annex makes provision for the future installation of a receiving pit to make the annex a self-contained receiving and shipping unit.

The maximum of light and ventilation is provided by a new construction of the basement under the storage tanks, as shown in the plan reproduced herewith, the numerous bay windows admitting light from two directions.

The equipment of the new annex includes two 42" distributing conveyors in the cupola and two 42" draw down belt conveyors in the basement. It includes also a 20,000-bu. per hour turning leg, installed in a cupola that has been constructed so that a 2,500-bu. scale can be installed. The turning leg is driven by a 125 h.p. totally enclosed fan cooled G. E. Motor. The drive consists of a Link-Belt single reduction herringbone gear speed reducer unit, ratio 6 to 1, and a double strand steel bushed roller chain, ratio 4.26 to 1.

All belt conveyors are driven by Link-Belt silent chains in dust and oil tight metal casings. All motors in the new storage annex are totally enclosed fan cooled G. E. Motors with ball bearings.

Including the workhouse and the three storage units, the elevator has 205 storage



Basement Plan Grain Storage Annex Norris Elevator, Kansas City, Mo.  
[See front cover page]



bins of all kinds with a capacity of 3,000,000 bus.

The building contract for the new storage annex recently completed was performed by the M. A. Long Co. All machinery, including motors and drives, was furnished and installed by the Webster Mfg. Co. The annex was designed and the construction was supervised by Horner & Wyatt, consulting engineers, in conjunction with Mr. A. N. Reece, chief engineer of the Kansas City Southern Railway.

The plant is shown on outside front cover page.

### Short Selling Under Fire at Washington

Better administration and not more legislation is needed in dealing with commodity marketing, Siebel C. Harris, of the grain com'te on national affairs, told a house com'te Jan. 22.

The subcom'te is considering seven bills, all having to do with grain futures contracts, some of which would abolish futures trading.

Mr. Harris defended speculation in grain as an essential form of insurance against losses. He opposed further restricting short selling and told the committee that "hedging won't work where there is no short selling."

"I believe in the efforts the committee is making to help the farmer, but I think the problems can be worked out better thru a closer co-operation between interests involved."

"The exchanges are fully aware of their duties to the public and do not intend to avoid them, but we insist that the strangling of liquidation would be detrimental to the market. What you want is better administration, not more legislation."

Dr. J. W. T. Duvel, chief of the grain futures administration of the department of agriculture, defended short selling of grain on the Chicago Board of Trade.

He told the house com'te that it would be unwise to abolish futures markets until something better has been found to take their place. Futures contracts, provide protection for one who actually deals in grain and flour.

"In my opinion to prohibit speculative short selling would practically close our futures markets, because there is not enough business outside of purely speculative trading to support the machinery of a futures market."

He estimated that about 95 per cent of the grain sold is sold with no expectation of delivery and of a "purely speculative" character of trading.

"I think it would be a very unwise step to eliminate futures markets at the present time until we have something better to take their place. That may come. Futures markets afford a measure, and a very large measure, of protection, to the man who is actually dealing in grain and flour; it makes it possible for him to handle that grain and flour on a narrower margin than he would be able to do otherwise."

Silas H. Strawn, pres. of the Chamber of Commerce of the United States, placed before the com'te the results of a referendum on which the member organizations voted as follows:

That commodity exchange trading should be supported; affirmative, 2,724; negative, 112.

That trading in futures on commodity exchanges should be supported; affirmative, 2,629; negative, 194.

That intelligent and wisely regulated speculative buying and selling on commodity exchanges should be supported as a necessary factor in the economic distribution of agricultural products; affirmative, 2,609; negative, 202.

That commodity exchanges should adopt such changes in their rules and regulations as will promote not only the interest of the producer, the merchant, and the manufacturer of agricultural commodities, but also the general welfare of the public; affirmative, 2,772; negative, 69.

## Bills Introduced in Congress

### More Bills Introduced in Congress

In addition to the bills reported introduced in the Jan. 13 number of Grain & Feed Journals, page 23, there have been introduced in Congress the following new measures:

**H. R. 7442**, by Crisp, appropriates \$20,000,000 for agricultural credit corporations.

**H. R. 7609**, by Haugen, is similar to the old McNary-Haugen bill, with the equalization fee and stabilization fund.

**H. R. 7365**, by Sinclair, would establish a federal trade court with jurisdiction of all suits arising under the anti-trust acts.

**H. R. 7431**, by Rayburn, would make Interstate Commerce Commission orders immediately effective when for the benefit of shippers, leaving the carriers to sue under the Urgent Deficiencies Act.

**H. Res. 104**, by Sweeney, provides for an investigation of loans made by the Federal Farm Board to Fruit Industries, Inc., alleged by him to imply co-operation by the Government to circumvent the Volstead Act.

**S. 2793**, by Couzens, is a revision of the motor bus regulation bill as it was pending before the Senate at the last session of Congress. The truck has been brought within its provisions, as well as holding companies.

**H. R. 7239**, by Huddleston, provides that it shall be the duty of the Commission to supervise and regulate the common carriers by motor vehicle as provided in the act, and to that end it may establish reasonable requirements with respect to continuous and adequate service at just and reasonable rates.

**H. R. 7608**, introduced Jan. 13 by Haugen, forbids trading in privileges, requires the exchanges to make rules acceptable to the Sec'y of Agriculture, authorizes him to limit the open trades of anyone, and requires all brokers and solicitors to be licensed.

**H. R. 7797**, introduced Jan. 15 by Swank, provides for the abolition of the Federal Farm Board and transfer of its employees to the Dept. of Agriculture, licensing of all dealers in farm products, who are to be forbidden to buy agricultural products at less than the cost of production as determined by the Sec'y of Agriculture. Bureaucracy with a vengeance.

**H. R. 7246**, by Boland, imposes excise taxes on motor buses and motor trucks operating over public highways as common carriers engaged in interstate commerce, for the use of the highways at the following rates: Truck with a capacity of one and one-half tons and less, 2 cents a mile; truck with capacity exceeding one and one-half tons, 3 cents a mile.

A sub-com'te of the Senate commerce com'te has been appointed to consider S. 1963, the bill sent to the com'te by the Shipping Board and providing for regulation by the board of common carriers by water in interstate commerce.

The Senate has received from its agriculture com'te a favorable report on Norris' resolution for an investigation into the activities of the Farm Board. The Norris bill directs the investigating body to ascertain whether the board has been unjust to any existing co-operative organizations, and on the other hand whether any exchanges, boards of trade, or other organizations privately owned interfered with or hampered the activities of the board.

Opposition to the Johnson bill extending the power of the Shipping Board to regulate the rates and services of all steamship lines was voiced by the public at a hearing Jan. 20, the strongest objection by nearly all being that it was further intrusion of government into private business.

Manitoba and Saskatchewan members of the pool saw 1931 pass without final payment from the pool for their 1928 crop. Pool settlements may be small and very late, as the members of the Alberta wheat pool were reminded late in December, by receiving checks making final payment on the 1928 crop. When will the twenty-five million guaranteed by the Prairie Provinces be repaid?

### Legislation Demanded by Farm Organizations

The National Grange, Farmers Union and Farm Buro Federation called on the President Jan. 12 to present their views on farm aid.

They demanded legislation to stop short selling on exchanges; independence of the Philippine Islands to keep their products out of the United States; revision of the tariff; that the Federal Reserve stop credit contraction and deflation; that the Marketing Act be amended to include the debenture plan and equalization fee.

John Simpson, head of the Farmers Union, charged that the Farm Board during the past two years had been "the biggest gambler on the exchange." He said the \$50,000 paid to Milnor was equal to 200,000 bus. of wheat, and the \$75,000 paid to Creekmore annually was the income of 250 cotton families.

### Farm Relief Folly

In his annual budget message the president recommended an appropriation of \$1,880,000 to the Farm Board for administrative purposes. According to the budget bureau, this amount is divided as follows:

Personal services, department employees, \$1,167,000; field service, permanent employees, \$208,000; temporary employees, \$22,000; supplies, \$35,000; communication (telephone, telegraph, etc.), \$30,000; traveling expenses, \$250,000; printing, \$50,000; rent, \$8,000; repairs and alterations, \$5,000; special and miscellaneous, including expenses of advisory committees, \$85,000; and equipment, \$20,000; total \$1,880,000.

The above proposed budget is separate and distinct from the salary and cost budgets of the co-operatives which are being financed by the Farm Board.

### Legislators Would Bewilder Grain Markets

President Eugene Blackford, of the Baltimore Chamber of Commerce, in his annual report, read to the members on Jan. 25, said:

Another year of the Federal Farm Board and its operations have had the effect of interfering with the free play of economic forces and every grain merchant, miller or processor has been filled with uncertainty and unwillingness to make purchases except in a hand-to-hand manner as he can make sales.

The system of marketing grain thru the medium of Exchanges as developed during several generations, had reached almost perfection as low cost marketing. Under the present Federal laws, trading on the various Exchanges has been so hampered and restricted that the volume has been cut to about one-third of what it was. The result being, that, as the crops are marketed, the Exchanges cannot properly absorb the hedges against grain offering at country stations and terminal markets and the price is unduly depressed.

However, the almost, the trade is not entirely dead, so bills are being introduced in Congress to further restrict the Exchanges, and other get-rich-quick panaceas for the farmer. These, if enacted into law, will probably confound and bewilder the grain markets of the world more than the present Agricultural Marketing Act, cause importing countries to enact measures in reprisal and destroy what is left of our foreign markets.

The grain trade asks only freedom to carry on its business; no Government buying and selling of grain, no price fixing, no lending of taxpayers' money at less than commercial rates.—R. C. N.

Hog prices remaining persistently at the lowest level in 32 years encourage marketing in the form of grain.



# Hoosiers Rip Up Power Rates, Portables, Farm Board

It was in a "never say die" spirit that the Indiana Grain Dealers Ass'n opened the new convention year with a record-breaking annual meeting, packed full of excellent addresses, optimism, and mental and physical pep. If the conventions this year measure up to the Hoosier pow-wow the industry will continue to top the nation's list.

SECRETARY FRED SALE put on an intensive drive for interest in and attendance at this affair, and his efforts were surely rewarded.

After buzzing around the grain offices and the exchange floor in the Indianapolis Board of Trade Building for a bit, the delegation swarmed into the Library for their initial session of the two-day meet, held Jan. 21-22. "Sitting-up" exercises were the first order of the day in the form of Community singing.

PRESIDENT O. L. BARR, Bicknell, called the meeting to order.

W. HATHAWAY SIMMONS, president of the Indianapolis Board of Trade, welcomed the membership to the city and the Exchange.

He gave his listeners another slant on the value of membership in one's own organization in stressing the importance of the work done. He cited that some felt at one time that there were too many associations and that this getting-together was being overdone. The consequence of this unwarranted feeling was that many lost interest and ceased to attend meetings and work along with their neighbors. "This worked against us," he showed, enumerating the number, cost and growth of bureaus that have saddled a tax-burden millstone around everyone's neck during this period of self-satisfaction.

"Our protests as individuals mean nothing but as a strong and well-organized trade ass'n we can get somewhere. The man who does not belong to his own ass'n is cutting his own throat. I would urge everyone to join and boost and work doubly hard for the common good."

BAXTER McBANE, Fortville, responded to Mr. Simmons' address of welcome, expressing the sentiment of the entire convention in thanking him and the Exchange for the hospitality. A letter from the Indianapolis Chamber of Commerce welcoming the convention to the city was also read.

O. L. BARR, Bicknell, in his president's annual address, said:

## President Barr's Address

With the passing of 1931 goes many unpleasant associations for business and industry, the effects of which are felt in every walk of life over the entire world.

We are anxiously watching the present Congress to see just what it will do for immediate relief. The popular feeling seems to be that Congress is a public nuisance and a national menace. We are prone to make this Institution a private scapegoat for our public misfortunes.

But let us be fair in our diagnosis of the present crisis. What has business done for itself since our Congressmen packed their tents and returned to their respective homes after the last session of Congress? The session now in progress is a momentous one, comparable only to those convened during war time.

A critical condition not only faces our banks and railroads, but every private industry. I think we are now thru with platitudes and panaceas and ready for real work.

We must enact emergency first aid to business, and get back to sanity, rather than to a falsely established normalcy.

But as our own Representative from Lafayette, Will R. Wood, recently said, "It is going to take a deal of courage for members to make the reductions that should and must be made. But since our Government has an unavoidable fixed charge of \$3,000,000,000.00 places where reductions may be made are

scarce." And he certainly spoke the truth when he said "I want to lay the blame for too many expensive bureaus where it belongs. The blame must be laid at the door of Congress, for all bureaus and commissions are established by Congressional act."

**Government in Business.**—Private industry has witnessed a gradually changing condition, governmental regulation has developed into governmental dictation, until we now find our own Government in private business as our competitor on a ruinous basis.

We gave it only passing concern when our Government entered the printing business and banking business. We were not unduly alarmed when by its cutthroat competition it nearly drove the express companies out of business. But now how much more serious it becomes when we see our own Government using our own money to actually compete with us in the grain business. Every one must arouse from his lethargy of passive submission and demand in no uncertain terms from our Congressmen, and our own State Legislature that it is high time for the Government to reverse its present course and get out of private business and STAY OUT.

You grain dealers owe it to your patrons to inform them of the wanton wasteful methods employed by the Farm Board. When you show them that Mr. Creekmore, of the Cotton Stabilization Corporation, receives \$75,000.00 per year, or \$239.62 per day for the possible 313 working days left after deducting the 52 Sundays, to say nothing of the 95 men under Mr. Creekmore who receive a combined salary of \$70,000.00 per month, or an average of \$735.00. And that Mr. Milnor, head of the Wheat Stabilization Corporation receives \$50,000.00 per year or \$159.75 per day for his 313 working days. And that his first assistant receives \$32,000.00, his second assistant \$30,000.00 and his third assistant \$25,000.00, you have them up in arms ready to declare war.

**Government Waste.**—And while this board, created for no other purpose than to relieve the Farmers, was functioning both wheat and cotton prices made new all time low marks. I doubt if the combined net profit of all the farmers any one of us do business with equalled the salary of either of these gentlemen during the past year.

Yet while countless thousands of farmers and laborers are losing their farms and homes President Hoover and his vast army of 700,000 civil service employees, and his far larger army of direct and indirect political appointees have been drawing the largest salary in the history of our country. Many of them, due to their continued length of service, are actually getting more now than during the war, when the farmer was getting \$3 for his wheat and \$2 for his corn. And on top of all this exorbitant salary received from the Government is free from income tax. The time is here to stop talking of increasing taxes, but actually cut the cost of conducting the business of our Government more nearly in keeping with the meager existence the average tax payer is able to make out of what was once a profitable business.

During the past year your Secretary, Mr. Sale, and his able assistant, Miss True, have worked very hard to make a creditable showing. And a recapitulation of the year's accomplishments shows their efforts were not in vain. We secured 51 new members during the year, and the books of the Treasurer show the ass'n to be a going solvent concern, a thing many concerns cannot justly lay claim to. We have endeavored to hold more local meetings out over the state, but the support of the local grain men was at times very disappointing. This is your ass'n, and you can only benefit from it directly in proportion to what you give to it.

During the past year death again entered our ranks and removed from our ass'n Mr. Geo. P. Schumaker, of Greensburg; Mr. Vernon E. Butler of Indianapolis; Mr. Chessell Urmston, of Anderson, and possibly others of whom I have no record. The passing of these men will be a distinct loss to the ass'n as well as to their families and business associates.

From year to year we grain dealers out over the State look forward with keen anticipation to going to Indianapolis to attend the annual meeting of the ass'n. But little does the average grain dealer realize what it costs the Indianapolis Board of Trade, the local grain dealers and allied interests in the way of time and money to provide such comfortable quarters for our meeting,

and splendid entertainment for our hours of relaxation. But at this particular time when actual want and suffering is stalking our land I feel they are entitled to more than the customary vote of thanks, but we can all show our appreciation by turning a little more business to those who have made this meeting possible.

Our midsummer meeting at Fort Wayne was highly successful, and the grain men in that section that contributed so generously toward making it one of the best midsummer meetings ever held are entitled to a public vote of thanks from the entire ass'n.

During the present year your biggest opportunity lies in the negative attitude of those about you. There are plenty of selective opportunities right now. You cannot make money talking hard times. Forget about comparing everything with the pre-war period and look upon the present as a time of golden opportunity. Let us throw away the wish-bone, stiffen up our back-bone, throw out our jaw-bone and go to it.

FRED K. SALE, sec'y, Indianapolis, the guiding genius of the Hoosiers, followed with his annual report.

## Sec'y Sale's Report

I am certain that the ass'n has made much progress and is more solidly united now than it was a year ago. Doubtless many of you feel as I do, that I am glad to see the year of 1931 come to a close and to forget it, tho it has been a very good one with us and an exceedingly busy one in our work. Personally I feel conservatively optimistic for improved conditions during the year 1932 in the grain and milling trade. If the reported recent statements of Chairman Stone of the Federal Farm Board have any significance, and if no further special appropriations of money are made at this session of Congress, we have hopes of seeing restriction in the efforts of the Government co-operative agencies in trying to secure a monopolistic control of the marketing of all agricultural commodities, including cotton. The Marketing Act should be repealed at the present session of Congress for the betterment of all business thruout the country, but in particular, for the welfare of the farmers. When they are prosperous, business in general is usually in a prosperous condition.

**Legislation.** Recently two laws enacted by the 1929 and 1931 sessions of the State Legislature have become operative and both of these affect the elevator interests. I refer to the chain store license act requiring an annual tax be paid to the State, and the coal law which is a regulatory measure. With respect to the chain store law, you are required to file your application and pay your fees for 1932 by the last day of January. Otherwise, you will be notified of your delinquency and if not then taken care of by the last day of February, your license will be revoked.

**Arbitration.** But one arbitration case has come to our attention this year. This was a case presented by the Farmers Cooperative Company of Ade, Brook, Ind. v. the Henderson Milling Company of Grand Rapids, Mich. The plaintiff being a member of our ass'n is likewise an affiliated member of the Grain and Feed Dealers National Ass'n. The defendant in the case was a direct member of the National. The case was prepared by the plaintiff, thru the assistance of our office, and presented to the National Ass'n for handling. As a result the Arbitration Com'te of the National found in favor and rendered an award for the Farmers Co-operative Company of Ade in the amount of \$3169. The Henderson Milling Company signified their intention to appeal the case but did not comply with the Arbitration Rules thru such procedure and eventually were suspended by the National Ass'n for non-compliance and payment of the award of the Com'te. I understand that the plaintiff is now seeking judgment upon the arbitration award thru court action.

This year, as usual, we have had a large number of complaints and controversies referred to us in an effort to settle amicably, and our efforts have been successful to a large degree. I would suggest and recommend to the membership at large that they take advantage more extensively of the help which we can frequently give them in the settlement of claims or to be of assistance along many other lines.

**Group Meetings.** It has been an outstanding and noticeable fact this year that the attendance at our local grain group meetings has been materially larger than the year previous. Some 25 of these meetings were held at different points over the state. The increasing attendance was convincing to me that the trade desired to come together to discuss their matters of business in a very frank way. I feel they have been of material



assistance in keeping down some of the local disturbances which are prone to arise, particularly during unsettled conditions as have existed during the last two years. Meetings will be gladly arranged whenever and wherever desired. I seek your co-operation in this respect in the future, and request you let me know when you desire a meeting in your particular vicinity.

**Activities.** I have sent out Bulletins more frequently this year than last with the thought in mind of advising you promptly and thoroughly upon important matters which have arisen from time to time, and which have been of vital interest to you and your business.

This year has witnessed the inauguration of a state-wide scale inspection service, the arrangements for which were sponsored by this ass'n. Many grain dealers, millers and coal dealers have availed themselves of this inspection service, much to their satisfaction and profit, as was evidenced by the letters of commendation on the services rendered and of the ass'n's part in making such inspection service available in Indiana. Doubtless the number of contracts for this service will be very materially increased the coming year as the service becomes better known and time permits of an expansion of the same. I might add that I have personally checked over the duplicate copies of the reports made by the inspectors and it has proved conclusively, at least to me, that the average grain scales in Indiana have needed a service of this kind for some time. Nothing is more essential to your business than accurate scales at all times.

**Membership.** One of the questions most frequently asked of me is, "How is our membership holding up?" My reply has been "Fine," and that is actually true in our ass'n, tho some other similar ass'ns cannot say as much. This year has seen an unusually large number of changes take place in the grain and milling trade, because of conditions over which they have had no control, and on which the effects of Government interference into private business has had a telling effect. Not a few firms have passed out of the picture because of their methods of doing business, or because they could not make the grade. The closing of many local banks has also been responsible for several firms withdrawing their membership in our ass'n because of the necessity of curtailing every possible expense item.

During this year in checking over our records, I find we have lost 58 memberships, thru resignations, suspensions, failures and changes of ownerships. During this same period we have secured 51 new members, this giving us a present membership of 342 and with a net loss of 7 during the year. Payments of the first installment of the 1932 dues are coming in exceptionally well. In fact, to date we are ahead of the number paid on the same date last year and with less than 20% of the dues now outstanding.

Personally I feel like giving credit to those to whom credit is due in their assistance in upholding of our organization during the past year by the securing of new members. I submit herewith the list of names appearing on the Honor Roll for 1931, which is as follows: C. G. Egly, Ft. Wayne, 3; Bert A. Boyd Grain Co., Indianapolis, 1; G. G. Davis, Tipton, 1; Lew Hill Grain Co., Indianapolis, 1; B. I. Holser, Walkerton, 1; E. K. Sheppard, Indianapolis, 1; Raymond Shine, New Albany, 1; E. K. Sowash, Crown Point, 1; Fred K. Sale, Sec'y, 41; total, 51.

**Finance.** This is another topic of great importance and interest. Our financial condition is now as good, if not possibly better, than it has ever been before. This is due to your excellent support of the organization by your continued memberships, to the splendid revenue from advertising through our annual Directory, and our particular efforts in keeping our operating expenses down to a minimum.

On Dec. 31, 1931, we had cash and securities in the bank amounting to \$3,943.22. Prepaid dues received between Dec. 15 and Dec. 31 amounted to \$603 and this is included in the above figure. There were no outstanding bills or obligations unpaid at the close of the calendar year.

R. B. McDANIEL, director of field service, Grain Dealers National Fire Insurance Co., Indianapolis, gave a thoro treatise on "Competition with the Portable Feed Grinders." His report was most complete and convincing. It is published for the benefit of the entire industry in the "Feedstuffs" department.

R. B. McCONNEL, Indianapolis, treasurer, read a detailed report, showing a very healthy condition.

HAROLD L. GRAY, Crawfordsville, chairman of the Transportation Com'te, read the following report:

### Transportation Com'te Report

As usual there is always something doing in our transportation make-up; rates are changing, new methods of handling are provided, new competition presents itself and a constant stir is inevitable. The past year has been no exception. In the desire to become adjusted to existing conditions, new rules, rate changes and plans have been promulgated in the hope that all would work to the mutual advantage of both the shipper and the carrier.

As grain and feed dealers, we have lost some of the privileges in transportation which we enjoyed. In some cases these have worked a hardship upon us. Each factor lost, however, I wish to assure you, was not lost without using every ounce of available resistance that could be secured.

Your Secretary and this Com'te working in conjunction with the other ass'ns and Mr. Goemann of the National Ass'n have tried to save what we could, but are not too proud of our accomplishments.

One of our privileges lost, and a valuable one to most elevator men, was that of stopping cars in transit to load and partially unload grain and grain products in bulk. This has worked a hardship on many grain dealers and has necessitated the use of trucks to take care of their requirements of this kind. A few railroads permitted this in their tariffs for a while but now we understand no railroad allows this privilege.

The railroads were not given the 15% blanket increase in rates, but on Dec. 24 the Interstate Commerce Commission permitted the railroads to impose surcharges of different amounts which became effective on Jan. 4. These surcharges were not to be in excess of 10% of the present charges on all freight excepting grain, certain grain products, livestock, hay and straw. Grain dealers were fortunate in this increase in rate in carload lots to a great extent. However, certain products such as alfalfa meal, soy beans, cottonseed cake, meal and hulls; corn oil cake and meal; linseed oil cake and meal; soya oil cake and meal; feed, animal or poultry; grain, spent and dry; malt, malted grain or malt sprouts; seeds; alfalfa, clover, millet, grasses, timothy, as well as many others, will bear a surcharge of 1c per 100 lbs. in carload lots. Coal, gravel, certain kinds of stone and other commodities a surcharge of 6c per ton is made. On articles handled under transit arrangements the surcharge will apply as of shipment from point of origin in the country on and after Jan. 4.

A master tariff ICC A-2245 can be secured from E. B. Boyd, agent, or ICC 2493 of B. T. Jones, agent. This tariff should be secured by all those interested as some of the commodities are charged 1 and 2c per 100 lbs. in carload lots while others will charge by weight at 6c and 12c per ton. All commodities in less than carload lots not listed in this tariff will be charged the emergency rate of 2c per 100 lbs. Also, unless otherwise advised, an emergency charge of 2c per 100 lbs. will be charged on all commodities in carloads not provided for in this tariff. Since these rates vitally affect the cost of different articles, it will be well for each dealer to familiarize himself with these charges in selling or buying, especially those quoting delivered prices.

We are very much pleased to report that the railroads are taking care of the shippers nicely in loading out small cars into cars of greater capacities. Inspectors are always in a better frame of mind when cars are evenly loaded with properly blended grain and "Within Two Feet of the Roof." We again call attention to the fact that it is not necessary for you to load cars to the load limit as the marked capacity of the car still prevails, but, of course, it is best to load each car to this limit whenever possible.

**Send Drafts Direct.**—The rapid movement of cars to market is causing some concern among shippers on account of the slow mail and the delay in bank drafts. This has caused a considerable amount of demurrage to be paid and shippers should instruct their banks to send drafts direct whenever possible.

**"No Recourse" Clause in B/L.**—The Federal Court for the western district of Pennsylvania in No. 53651, New York Central Railroad Company v. Union Oil Co. of Pennsylvania, in an opinion written by Judge Gibson, seemingly, has held that notwithstanding the "no recourse" clause in the B/L, a railroad can compel the consignor to pay the difference between the rate paid and the published tariff rate, the clause having been properly executed as provided

in the B/L and in accordance with tariff provisions.

In this case the railroad recovered the difference from the oil company. Two questions were put to the court. One concerned shipments which had been prepaid. One concerned shipments on which the charges were to have been collected. In the first instance the carrier quoted the wrong rate upon which the consignor paid the bill. In the second, or collect charges shipment, the carrier failed to collect the amount due. In each instance failure to collect was treated as an error on the part of the carrier.

**The matter of routing guides** which has been an active subject for over two years has reached a climax and the commission has ordered the railroads to either provide specific routing or the rates in the tariffs to apply by all routes. The commission has denied the petition to suspend Rule 4K of Circular 20 and the same will be effective as soon as the railroads can issue supplements.

PRES. BARR made the following appointments:

**NOMINATIONS Com'te:** Ed. E. Eliott, Muncie; R. D. Clapp, Raber; Don Hart, Indianapolis; C. L. Northlane, Union City; and R. A. Prichard, Fortville.

**RESOLUTIONS Com'te:** Walter Moore, Covington; Raymond Shine, New Albany; J. F. Russell, Greensburg; T. C. Crabbs, Crawfordsville; and Dean M. Clark, Chicago.

**AUDITING Com'te:** Victor Stuckey, Geneva, and W. D. Springer, Indianapolis.

### Thursday Afternoon Session

Community singing opened the second lively session, called to order again by Pres. Barr.

WALTER MOORE, Covington, chairman of the Legislative Com'te, put the wheels of progress in high gear and submitted the following report, reflecting much activity:

### Legislative Com'te Report

The Store Tax Law was carried to the supreme court and was decided to be constitutional. You, no doubt, have paid your first payment of this tax and the 1932 installment is now due and payable.

Store Tax and Coal Weighing Law are manifestations of the general trend of present day legislation. Our government has become a government of boards, commissions, bureaus and pay-rollers. What can anybody say to a civilization brought to bankruptcy after thirteen years of peace not by the rapacity of any conquering tyrants, but by an army of political job holders. This army of job holders, devoted to the creation of taxes and the expenditure of public funds, is in fact the government of the nation. No matter what defense public officials may attempt in an effort to avoid their responsibility, the truth is irresistible, the plundering cannot be successfully denied. The appalling truth is that after the war was over and its huge debt was reflected in enormously increased taxes, our public officials have gone on increasing the burden, preaching economy and practicing extravagance, betraying the people to the point of confiscating their property to the end that official salaries may continue to enrich them.

In sixteen years, taxes have increased 325%. Government now costs us \$35,000,000 per day or thirteen billion dollars per year. That exceeds all our farm crops by more than \$500,000,000. All the money in circulation would not pay a year's taxes. Most of this tax burden results from government in business and the pay-rollers who run the bureaus, boards and commissions.

Statistics show that in the past fifteen years persons attached to public pay-rolls, as far as numbers are concerned, has increased six times as fast in proportion as our population has increased. Approximately 16% of our national income from every source is being spent in the name of government. There is a wide scramble thruout the nation, not to reduce taxes but to find new sources from which to squeeze the dollars from the taxpayers to maintain these pay-rollers.

Five hundred and nine independent administrative and legislative agencies have been created by Congress in the last 30 years. Every time Congress meets, a new bureaucratic army is put on the government pay-rolls—17 of these various boards and commissions were created during the first two years of the present administration. It costs



the people of this government \$35,000,000 per day for governmental expenses. A part of that \$35,000,000 is wrapped up in every package of groceries. It is added to the cost of all clothing, household goods and other commodities. That tax burden represents the larger part of the spread between the producer and consumer and it spells confiscation of farm lands. The farmers of the U. S. are paying on an average of \$267 in taxes today where they paid \$100 in 1914.

Farming is a bankrupt industry today, with a few exceptions here and there, because of high protective tariffs, high taxes, which spells confiscation of property, high freight rates and high prices for farm machinery. After promising the farmer relief in every political platform which has been drawn in a generation, Congress proposes to remedy the situation—not by lowering protective tariffs, freight rates or taxes on his property, but by raising them.

We have reached a turning point in this nation's history. One out of every eleven persons gainfully employed is on the government payrolls. Shall we keep on the road that leads to one in nine, one in seven and finally try out the Russian experiment where everybody owns everything and nobody owns anything—where every person has a job and nothing to eat, or shall we go back to the Washington-Jefferson highway of progress and prosperity with liberty still enlightening the world in a nation dedicated to the inalienable rights of man.

Let us commend our Governor, Harry G. Leslie, for his stand in opposing a special session of the Indiana Legislature for the enactment of new tax laws, for it has been the experience of other states, where special sessions have recently been held, has resulted in great expense, a flood of fool bills, increased taxation and a greater demoralization of business.

### Garlic in Wheat

PROF. C. E. SKIVER, Specialist in Soils and Crops, Purdue University, who works on a fellowship there, financed by the Southwestern Indiana Millers Ass'n, spoke on "Eradication of Wild Garlic in Wheat."

"The menace is spreading northward rapidly," he started out, "stealing entire areas and driving fields out of wheat production."

"When wheat and milk prices are up, the farmers don't mind a heavy discount of 10-20c a bushel, etc., but the discount is crucifying them now.

Garlicky wheat is likewise costly to the miller and grain dealer, he showed, in clogging rolls and contaminating the property. He displayed a map to show the areas affected and the spreading tendencies.

"Eradication methods have been somewhat successful so far. Many farmers have done an excellent job on controlling the garlic, some by freezing the bulb so that it gets lighter and screens out and some by plowing in the fall and working the soil again early in the Spring. Delaying combining has helped many territories to bring garlic under control." As it reproduces three times, both underground and in cold weather, a rotation (using plenty of fertilizer) was urged. In this connection, Mr. Skiver cited that wheat behind soybeans produces 7 bushels more per acre.

He also warned against the Korean Lespedeza, a new annual legume gaining rapid popularity, as many southern states cultivating are troubled with field dodder. Pure strains are scarce. [This legume is particularly good for sour land, thereby eliminating the necessity for applying lime.]

In closing he enlisted support in launching an educational campaign in the hope that eventually garlic may be permanently eliminated as a weed.

FRED E. WATKINS, Cleveland, Ohio, Chairman, Executive Com'te, Grain & Feed Dealers National Ass'n, gave a very comprehensive survey on "Legislation Affecting the Grain Trade."

### Power Rates and Portables

EVERETTE McVICKER, Van Buren, in speaking on "A Reduction in Power Rates," stated that rates vary thruout the state, and that unified action would be essential to arriving at an agreeable parity.

"The power companies are interested in the existence of stationary grinding plants, and realize that every portable unit takes business away from them, too. If a portable unit forces a grain dealer to operate at a loss then the power company knows he will shut down and stop using current, so they are doubly concerned."

Testimony presented before the public utilities commission, he claimed, is based on the cost of power plant operation over a 10-year period rather than today's replacement value. This is unjust in that no other business can do the same today.

He likewise scored the reduction in domestic rates of 20%,—which did not include a corresponding reduction to industrial users.

A proposed schedule for power service to grain elevators, which is as follows, were next distributed.

First	100 K.W.H.	@ 5c	per K.W.H.
Next	300 K.W.H.	@ 4c	per K.W.H.
Next	600 K.W.H.	@ 3c	per K.W.H.
Next	1,000 K.W.H.	@ 2.75c	per K.W.H.
Over	3,000 K.W.H.	@ 2c	per K.W.H.
Minimum Charge—33½c per H.P. per month.			
Lights to be connected to power circuits.			

It was then stated that Decatur pays 3c for the first 200 K. W. H. and 2½c for all over that, with no surcharge on horse power. Monroe pays 5 and 4½c.

D. L. BROOKIE of Monon, believes that that the rate for Frankfort and some other of the surrounding towns is 1c K. W. H. [These plants are municipally owned and operated.]

Another testified that they had their rate sliced in half upon complaint. Still another stated that the power company advised them to hold a group meeting jointly with the power interests and thresh the matter out.

Another stated that the Public Service Commission would not permit their municipally owned power plant to lower charges for fear of damaging other interests and that the surplus profits were used in maintaining streets and alleys. Other sections reported dickerings with the power companies of long standing which never resulted in other than a string of valueless promises.

It costs ½c K. W. H. to manufacture and market current, so some now having power rates under the proposed schedule felt they would be unfairly damaged. What is wanted, Mr. McVicker pointed out, is a power rate that will protect the operator, both when having years of a large grinding business as well as the lean ones.

Some of the officers, directors and com'te-men apparently have had this matter up with the Public Service Commission before and reported the P. S. C. was perfectly willing to co-operate.

SECY SALE wound up the discussion with the suggestion that the membership hold meetings by counties, then districts, and then state-wide, working with the power companies involved in each unit. He pledged the entire support of his office to the end that power rates and requirements be reduced—that the industry may operate more profitably and meet portable competition better.

### Grinding Costs

H. LOUIS SILVER, Indianapolis, opened up the slippery subject of "Grinding Costs," with the positive statement that "feed is being ground too cheaply. Charges," he maintained, "should be more or less uniform throughout any given area. The farmers would have much more confidence in the grain trade if their grinding charges were more nearly alike.

"But unfortunately not one in twenty-five feed grinders are in a position to determine their feed costs,—having but one power meter. INSTALL A SEPARATE METER AND KNOW YOUR COSTS!" he pleaded.

"This very situation is being taken advantage of by some manufacturers in making extravagant claims for the mills they have to sell. They alone are to blame for such untruths,—but the grain trade is to blame for letting them get away with it!

"These extravagant claims, due to shattered confidence from rash statements issued by manufacturers, has led to purchases of mills on a price basis alone. And the salesmen tell the customer to just apportion the power consumption with a pencil. This can't be done and arrive at any accurate figure!

"Grain men usually have a helper to do the work around the feed grinder. He, too, takes advantage of the owner's ignorance of costs and his inability to check same, and doesn't even bother to change the screens or to reset the machine. This runs up power bills, too.

"I dropped in on a grain man recently and found him complaining about his power bills. In the five succeeding minutes I saw his helper grind oats for poultry and ear corn for dairy use over the same screen.

"One would SAVE much POWER and CREATE greater customer SATISFACTION by learning the proposed use of the material ground and then furnish the fineness of grinding most suited.

"One can grind on ½ K. W. per horse power! Look over this table and figure out whether you can do the same. If you can't, you're the loser.

Possible Output in Pounds per K.W.H. and Per Horse-Power

	Chickens	Hogs	Dairy
Oats (medium) ....	70—62	108—100	184—170
Wheat .....	150—140	194—180	250—236
Corn .....	194—180	194—180	250—236
Ear corn .....	200—185	243—225	
Shell corn and wheat .....			311—228

With these figures in everyone's pocket and an aroused curiosity bump, the second profitable business session then adjourned.

### The Banquet

Exactly 262 were served at the rollicking banquet Thursday evening in the Columbia Club. The room was decorated with festive balloons and colored hats, all arranged thru the courtesy of the Indianapolis Board of Trade, insurance, supply, feed, seed, flour and other interests. The affair was in charge of the Entertainment Com'te composed of R. B. McConnel, Willard E. Hart, Charles S. Weirick, Ed. K. Shepperd, and J. Glenn Steinhart.

During the sumptuous "prosperity" feast, the "Varsity Red Hots" played and sang. This was followed by a stream of skits, songs, dances, imitations, "How-Do-You-Do" novelties, accordion-violin duets, etc.

Lew Hill, Guy Davis, Walter Moore, Ed. Shepperd, Larry Larimore, and President Barr were the "honored goats" of much fun and frivolity well cooked-up before hand. Riley Bartel's orchestra finished out the evening with dance music that kept everyone stepping high, wide and handsome. A glorious time was had by all. Everyone thought it was 1929 again.

### Friday Morning Session

Community singing opened the third business session at 9:30 with about one hundred present. Pres. Barr called the meeting to order.

ED. N. LUX, Waldron, world "Corn King," started the program with his version of "Raising Prize-Winning Corn." "Good seed, proper preparation of the soil, and plant food are prerequisites," he said, "as corn is the most intelligent of all grains and the most easily insulted by mistreatment.

Many seem to be overdoing the cultivation of the soil or are planting unadapted strains, both of which are responsible for poorer grades being produced. Our soils lack the essential qualities they had years ago, so today it behooves the grain men to educate their farmers to grow *quality* and not



quantity corn. Poorer grades of corn should be marketed only in the form of livestock.

Grain men would do well to buy up all the poorer strains of corn in their territories or swap same for better quality corn seed. The outlook for corn consumption hinges on solving the unemployment situation for in normal times there is a big demand for corn derivatives.

G. G. DAVIS, Tipton, introduced Churchill Barr of Tipton, Reserve Sweepstakes Winner on Corn, who spoke on the same subject. He recorded a growing demand for better adapted strains of seed corn. "Better quality and earlier maturing corn is coming back to Indiana."

"The most profitable yield with me has been in a rotation of corn, wheat and clover, combining the wheat so as to leave the straw which allows the clover to grow waist high. I also fertilize with a 22-22 test fertilizer, using 100 pounds per acre before plowing, then plowing 8 inches deep.

"There seems to be much controversy as to the frequency of cultivating. I believe the season has much to do with the number of times the soil is turned."

Mr. Barr next explained hybrid varieties and crossing of corn strains to obtain vitality, etc., for ears close to the ground and earlier maturing varieties. "Reed's yellow dent is too late a variety for us," he said, "as our soil is too thin for it."

"I profit from fertilization,—not as much perhaps as if I didn't fertilize, but it is necessary," he concluded.

#### ELECTION OF OFFICERS

The recommendations of the Nominating Com'te were adhered to and the following elected: O. L. Barr, Bicknell, president; W. B. Springer, Kennard, vice-president; R. B. McConnel, Indianapolis, treas.; and Fred K. Sale, Indianapolis, sec'y. The new board of managers selected for two years includes Wm. R. Evans, Indianapolis; A. D. Shirley, Walton; Donald Jenkins, Noblesville; and C. L. Northlane, Union City. The hold-over board of managers includes W. M. Moore, Covington; J. F. Russell, Greensburg; C. G. Egly, Ft. Wayne; and Everette McVicker, Van Buren.

B. W. SNOW, Chicago, Ill., internationally known crop statistician for Bartlett, Frazier Co., spoke in behalf of the Federation of American Business, on "America at the Cross Roads," which is published elsewhere in this number. Mr. Snow's address was one of the high-lights of the meeting and gripped his listeners with a determination to do everything within their power to get the government out of business.

The following resolutions were presented and adopted:

#### Resolutions

##### Special Session of Legislature Opposed

WHEREAS, strong pressure has been and is being brought to bear on Hon. Harry G. Leslie, Governor of Indiana for the calling of a special session of the Indiana Legislature for the enactment of new tax laws of doubtful constitutionality, and,

WHEREAS, the Legislature has provided for referendum at the next election for an amendment to our State Constitution to provide legal methods of changing our tax laws, and,

WHEREAS, the experience of other states where special sessions have recently been held has resulted in great expense, a flood of bills and measures introduced, with the resultant demoralization of business, and also the operation of law and various departments of government, and,

WHEREAS, under conditions now obtaining in this State, a special session would prove not only a large expense to the taxpayers of this State, but a handicap rather than accelerating the return of normal business conditions: Therefore, be it

RESOLVED, that the Indiana Grain Dealers Ass'n do commend the Hon. Harry G. Leslie, Governor of Indiana, for his stand in opposing the calling of such special session at this time

##### Reduce Pay of Government Employees

WHEREAS, there are many governmental activities that can be dispensed with to great advantage, and

WHEREAS, many prudent businesses have found it necessary to practice rigid economy, and to that end have eliminated many employees and have also reduced rates of pay to employees, and

WHEREAS, additional taxes will bear most heavily on business: Therefore, be it

RESOLVED that it is the sense of the Indiana Grain Dealers, now in session, that those in authority in our State and National Government should immediately take steps to discontinue all governmental activities that are not essential, and to reduce the rates of pay of government employees in keeping with the methods of economy employed by general business.

##### Oppose Extension of Waterways

WHEREAS, the completion of the waterways system in the United States as planned by the army engineers might work serious hardship against the railroad system, necessitating an increase in the general cost of transportation,

RESOLVED, that we recommend that work on the extension of the waterways be discontinued.

##### Oppose Legislative Interference with Futures Trading

RESOLVED that the Indiana Grain Dealers Association of Indiana declare its complete and unalterable opposition to the adoption by the Congress of these United States of America of any legislation involving further restriction of the established system of marketing grains, including the various surplus marketing plans which have been proposed by several agricultural organizations, and especially the threatened interference with the operation of the grain futures markets.

##### Against Merger of B & O and Monon

Recognizing the insistent efforts of the B & O and associated railways to absorb the Monon, whereas the Monon railroad is an extension of the North and South line and has established competitive rates which will be seriously affected by such a merger, whereas all North and South shipments to and from the Southern and seaboard ports will be affected, whereas much unemployment, much possible losses in taxes to the State of Indiana; on the account of the removal of the repair shops and terminals at various points in the State, and always there would be much loss of business to the merchants and manufacturers located in Indiana,

RESOLVED that we go on record as opposing the merger of the B & O and the Monon railways.

Profound sorrow was expressed over the loss through death this past year of Geo. P. Shoemaker, Garland Milling Co., Greensburg; Chesel W. Urmston, Urmston Elevators, Anderson; Vernon E. Butler, Grain Dealers Fire Ins. Co., Indianapolis; and Mr. Samuel Egly of Geneva.

The numerous speakers, the Indianapolis Board of Trade and allied interests were thanked for providing the splendid entertainment and co-operation, and the officers and committeemen for their work.

#### Selling Methods as Applied to the Grain Business

E. M. PUTNEY, Ft. Wayne, gave a peppy and stimulating talk that gave the audience much to think about.

"If an elevator were departmentalized like a department store," he said, "one would get a better idea of all the duties an operator or manager has to perform. He must be a specialist on animal nutrition, an authority on feed ingredients, a cracker-jack salesman, a good judge of all grades and kinds of grain and seed, an efficient collector, a high-class mechanic, a judge of flour and the dozen and one other things he merchandises, a banker, a window-trimmer, an electrician, a power-transmission expert, a fireman, etc. An owner or manager must function smoothly in all the various departments and not slight any duty. Bobby Jones is like that. There are others who can do any one thing on the golf course that he does, but can't do as many things as well as he does."

"It tickles me to drop in on an elevator operator and have him tell me 'he can't sell.' Why he's doing it right along every day in a dozen different ways. Perhaps it would be a little closer to the truth if he had said that he knew too little about the product he was trying to sell. That's the important factor!"

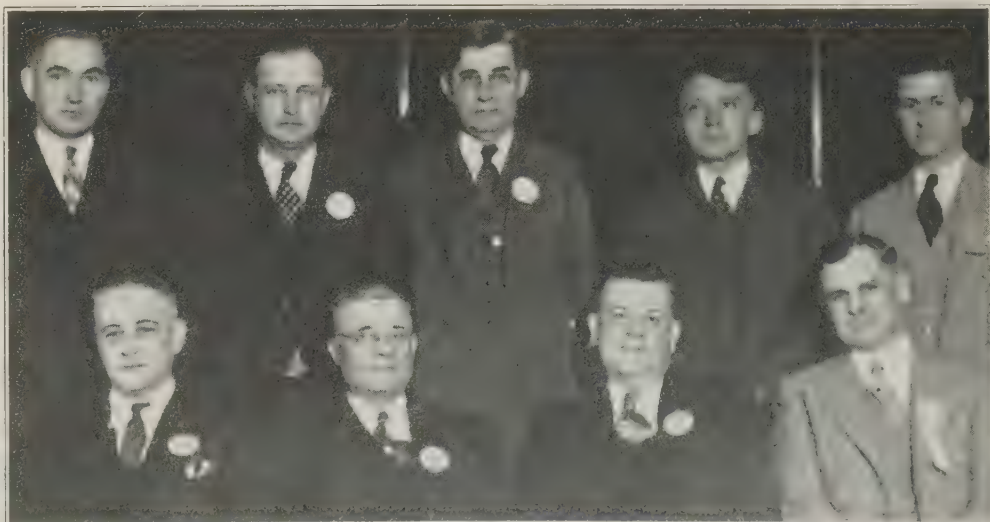
All of us should learn as much as we can about the product we're selling and about the business back of that product. The next step is to fit the needs of the customer with the correct product. Learning the needs of the customer requires study and ALL the facts are essential!

The farmers and feeders of this country are looking to the elevator men for leadership. If they can't find it here they'll seek and find it elsewhere. So specialize, for if you don't educate yourself completely on your lines you'll have no convincing conviction and will be like a lot of folks I run across who tell me they wouldn't think of going out to solicit their farmer friends in these times. The farmers need to have conviction and faith and to have your enthusiasm imparted.

And another thing,—a smile means more today than it ever has before. Regardless of how much knowledge an elevator operator has about the products he has to sell he must also speak with his heart behind every statement. If we all would stop selling on price and sell on quality and service we'd all get a lot farther, but that requires buckling up your "guts" and hitting the ball hard.

I'm reminded of the scarecrow in the corn field. To the timid crow the dressed skeleton is a bugaboo, but to the courageous crow it's just a bluff. The timid crow has no "guts."

#### Officers and Directors I. G. D. Ass'n



Seated, left to right: Walter M. Moore, Covington; Chris G. Egly, Ft. Wayne; C. L. Northlane, Union City, all directors; O. L. Barr, Bicknell, President. Standing, left to right Wm. R. Evans, Indianapolis; Everette McVicker, Van Buren; J. F. Russell, Greensburg all directors; W. B. Springer, Kennard, vice-pres.; and Fred K. Sale, Indianapolis, Sec'y



When Lindbergh was waiting for the weather man to give him the signal to fly the Atlantic, he was aroused at 3 A. M. His bunkmate told him he was crazy to even think of attempting the flight at that time in the morning and to go back to bed. But Lindy had the "guts" to go ahead.

A point of contact that too many are prone to overlook is the value of frequent friendly visits and telephone calls, for two people with the feet under the same table can always generate something beneficial. Conditions demand more contacts and more study.

This depression is not going to be solved by the nation, the state or the county, but by individuals. So look at your customer's problems through his eyes, for no business was ever built up on selfishness. Service comes first!

You can't legislate profit to grain men or farmers,—you are the "head man" there, he concluded.

C. A. HOWE, Executive Secretary, Indiana Coal Merchants Ass'n, Indianapolis, concluded the program with a short address on "Written and Unwritten Laws of the Coal Business in Indiana," speaking about the coal laws of the state, the district meetings held, etc. He deplored the excessive number of statutes governing the industry and pleaded for concerted efforts aimed at bringing repeal thereof.

In concluding, Mr. Howe argued for the adoption of a high standard of ethics and a squashing of the desire to reach beyond one's own territory.

THE AUDITING COM'ITE next reported having audited the receipts and disbursements and finding them correct and the books in good order.

Adjourned *sine die*.

#### Indianapolis Convention Notes

L. J. McMILLIN distributed literature on his molasses mixer.

APPLES, pencils, cigars and cigarettes, were to be had in nearly every grain office.

PRIZE winning corn was displayed by the World's champs. Much interest was displayed therein.

Weevil killers were represented by E. C. Jarus, Kansas City, Mo., representing the Douglas Chemical Co.

An excellent attendance was enjoyed by the convention in spite of poorer expectations. Total registration was 262.

WHOLESALEERS of feeds and feed ingredients were W. M. Wallace, Louisville, Ky.; Dr. E. E. Clore, Greenwood; and A. E. Leathers, Chicago.

Other major markets represented were Cincinnati, Early & Daniel Co., by J. E. Hendrickson; Cleveland, by F. E. Watkins; Toledo, by L. J. Schuster.

A WHETSTONE Magnetic Separator was on display. The delegates were intrigued by the scale pull test showing the magnetism of the equipment.

MACHINERY and supply representatives were E. A. Ripley, Fairbanks-Morse & Co.; H. L. Silver, Prater Pulverizer Co.; J. W. McCullough, Anglo-American Mill Co.; J. C. Whetstone and W. W. Pearson.

NORTHWESTERN YEAST CO. distributed interesting literature on the use of its product in feed formulas and the beneficial results accruing therefrom. Joe Ladd of Upland, Ind., represented the company.

THE SEED trade sent E. L. Floyd, Chicago; H. R. Moon, T. C. Crabbs, Harold L. Gray, Crabbs, Reynolds, Taylor & Co., Crawfordsville; Guy Davis and E. E. Clark, Lebanon; F. H. Shelby, Lafayette; F. W. Weeks, Ligonier.

CHICAGO representatives were Joe Crowden, Jas. E. Bennett & Co.; Wm. B. Hirshey, J. C. Shaffer Grain Co.; Wm. Tucker and H. G. Rogers, Lamson Bros. & Co.; Alex. Stuart, Rosenbaum Grain Corp.; Phil Sayles, Cargill Grain Co.

REGISTRATION was in charge of O. M. Earl and R. D. McDaniel of the Grain Dealers National Mutual Fire Insurance Co., which supplied the badges for all delegates.

Other insurance representatives were V. Parmentier and V. R. Johnson, Chicago, Ill., and Jas. Schoonover, Vincennes, Ind.

Representatives, members and delegates from Indiana points were Chas. F. Naber, Alexander; Lowell Hutchinson, Arlington; R. M. Hutchinson, Bentonville; Victor Stuckey, Berne; O. L. Barr, Bicknell; J. E. Heffner and A. W. Snyder, Bluffton; W. F. Shirley, Blountsville; Otto C. G. Raker, Booneville; F. E. Jones, Emil Carlson, C. A. Demmich and J. J. Bordner, Boswell; Frank Ayres, Bridgeport; C. O. Gifford, Brook; W. C. Halstead, Brookston; B. J. Wolfram, Brownsburg; Henry Lucas, Brownstown; Chas. W. Scott, Bunker Hill;

W. E. Kendall, and D. S. Foster, Carmel; Chas. F. Reeves, Charlotteville; R. C. Applegate, Cicero; R. W. Geabes, Clay City; John M. Holder, Clifford; D. E. Lake, Colfax; W. M. Moore, Covington; E. K. Sowash, Crown point; E. H. Witt, Dale; C. F. Gerry, Darling-ton; Sim Burk, Decatur; Howard Mutz, Edinburg; John D. Kiefer, Elwood; R. M. Robertson, Ewing;

H. E. Rakestraw, Fairfield; Frank and Max B. Sellars, Forest; Baxter and G. B. McBane, Fortville; L. E. Conarroe, Sam Jones, Carl Sims, and C. E. VanSteenburgh, Frankfort; Frank Dowling, Frankton; C. G. Egly and E. W. Putney, Fort Wayne; E. R. Chase, Galveston; Albert Egly, Geneva; Carl V. Burgett, Otto Howe and J. E. Russell, Greensburg;

Frances Knecht, Hartford City; Ed Montgomery, Hemlock; E. P. Finch, Hillsboro; Robert Breitweiser and F. H. Wellman, Holland; L. H. Hoover, Honey Creek;

R. J. Morgan, Jonesboro; Ray Morgan, Knightstown; Hal Thompson, Kokomo; V. M. Weinkauff, La Crosse; W. W. Ashby, Ladoga; Robert Alexander, and C. E. Skiver, Lafayette; A. F. Frayer and Chas. Smallwood, La Fontaine; W. C. McMichael, Lawrenceville; J. T. Jeffers, Lyons;

C. Keys, McCordsville; Ralph Overman, McGrawsville; H. M. See, Macy; C. Cherry, Manilla; Ed Sheppard, Manson; G. L. Fisher, Maplewood; O. M. Thomas, Marion; Chas. K. Hankins, Markleville; B. E. Thornburg, Martinsville; Walter Penrod, Medaryville; Earl A. Davis, Michigantown; W. S. Wisehart, Millville; J. J. Wagoner, Monterey; D. L. Brookie, Monon; John Floyd, Monroe; W. N. Loughry, Monticello; V. E. Pierce, Mooreland; E. E. Elliott, Muncie; John S. McDonald, John H. Shine and Raymond Shine, New Albany; K. C. Hightshue, New Augusta; J. S. Lakey, New Lisbon; S. C. Corkins, New Palestine; Walter Whitecotton, New Ross; W. A. Sharpe, Noblesville; R. B. Rodgers, Oakwood;

N. A. Wall, Pittsboro; G. G. Moore, Perrysville; Frank Pyle, Peru; C. E. Peters, Portland; G. A. Pritchard, Pendleton; Royal D. Clapp, Raber; Lee Evans and C. A. Hedworth, Remington; D. P. and David Simison, Romney; J. L. Blish, Jr., and C. R. Jackson, Seymour; E. A. Wolfe, Shipshewana; Chas. I. Gray, Shirley; L. R. Rumsyre, South Whitley; Chas. Anderson, Stockwell;

Frank B. Richards, Taylorsville; J. C. Cashner, Thornton; C. Barr, G. C. Davis and Russell Davis, Tipton; C. L. Northlane, Union City; Everette McVicker, Van Buren; A. D. Shirley, Walton; Wm. Kennedy, Westfield; I. S. Valentine, Whiteland; W. G. Haug, Winchester; John W. Pugh, Windfall.

Wheat sold at 9 cents a bushel in 1509, \$1.88 in 1662; 63c in 1743; \$3.85 in 1812; 69c in 1894; \$2.43 in 1920; and 95c in 1930, as the average of the year. Yet Congress would fix prices, with as much effect as brooming back the ocean tide.

#### Would Squander Federal Funds on County Agent Work

Senator Capper has introduced S. 2750 to "provide for the further development of agricultural extension work."

In addition to the sum of \$980,000 hereinbefore authorized, there is hereby authorized to be appropriated the following sums: For the fiscal year 1933, \$500,000; for the fiscal year 1934, \$1,500,000; for the fiscal year 1935, \$2,500,000; for the fiscal year 1936, \$3,500,000; for the fiscal year 1937, \$4,500,000; for the fiscal year 1938, \$5,500,000; for the fiscal year 1939, \$6,500,000; for the fiscal year 1940, \$7,500,000; for the fiscal year 1941, \$8,500,000; for the fiscal year 1942, \$9,500,000; for the fiscal year 1943, and thereafter, \$10,500,000.

#### Has Driven the Buyers Out of Farmers Market

Activities of the Farm Board, writes Dr. E. V. Wilcox in the *Country Gentleman*, have proved if a government agency removes from market part of a commodity in time of surplus it "merely scares speculators and regular dealers out of the field and further depresses the price." And he adds, significantly: "Both the Canadian Pool and the Farm Board have demonstrated that when a federation of groups fails to bring promised results the groups pull out. The idea is as old as the Tower of Babel, but we had to be shown again. Several co-operative organizations have ceased to deal with the Farm Board. The Alberta Pool has withdrawn from the central pool and bought a seat on the Winnipeg grain exchange."

"Is the Farm Board going to dissolve like the Canadian Pool?" he asks. "Probably not. It's a government institution. It doesn't have to succeed. Yours and my money keeps it going, still going strong if I may judge by the number of speeches and releases."

#### Grain Handling Plant at Revere, Minn.

The attractive appearance presented by the elevator of the Farmers Elevator Co. at Revere, Minn., is an index to the efficiency with which the plant functions. The foundation of the elevator is of the concrete slab type, and all the buildings are covered with galvanized iron.

A Gerber Double Distributor is fitted to the two elevator legs, with 11x6 salem buckets, to discharge into the 26 bins that have a capacity of 40,000 bus. The elevator boots have roller bearings; and the geared head drives are fitted with 7½-h.p. motors of the inclosed type.

The receiving scale in the driveway is 26 ft. long, to carry 15 tons, with its scale beam and weightograph indicator conveniently in an alcove of the sampling room in the office. A Richardson Automatic Scale in the cupola is used in shipping.

The office building is divided into two rooms with an outside entrance inclosed, with fireproof vault. Under the office is a full basement containing the furnace which furnishes the heat. This plant was designed and erected by the T. E. Ibberson Co.

P. A. Pederson, manager for the Farmers Elevator Co., has handled the business of the company for the past 29 years.



Farmers Elevator at Revere, Minn.



# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

## ARKANSAS

Evening Shade, Ark.—An interest in the local roller mill has been bot by W. Whitney. The mill is being overhauled.

Conway, Ark.—The feed and flour milling concern operating as the Jones Milling Co. has been dissolved, and it is reported that Leslie P. Crafton and J. Frank Jones, who founded the company ten years ago, will carry on the business.

Pine Bluff, Ark.—Robert D. Cox, for eight years with the Whyte Feed Mills, has resigned to go into business on his own account, and has opened a feed store in which he has installed a feed mixer. He will mix feeds under his own brand and also according to any formula desired. A large incubator will also be installed in time for the spring season, and custom hatching done and chicks sold.

Fort Smith, Ark.—W. T. Oglesby, owner and operator of the Oglesby Flour & Feed Co., and prominent in the city's civic, commercial, fraternal, political and social life, died very unexpectedly at his home, on Jan. 3, from a stroke of apoplexy. He had spent part of the morning at his wholesale feed plant and complained of not feeling well. On reaching home, he laid down, a physician was summoned, but before his arrival Mr. Oglesby was dead. He had been in the feed and grain business since he was a youth. He worked for the Hayes Feed Co., of Little Rock, when only 16 years old. Before he was 20 he had established a business of his own. Mr. Oglesby, who was 41 years of age, is survived by his widow, a son and a daughter.

## CALIFORNIA

Los Angeles, Cal.—The Globe Grain & Milling Co., for the six months ended Dec. 31, shows a net profit, compared with a net loss for the corresponding period the previous year of \$117,894.

## CANADA

Montreal, Que.—Kenneth R. Ayer, grain broker, was recently elected pres. of the Montreal Corn Exchange, succeeding Guy D. Robinson.

Fort William, Ont.—At the annual meeting of the Board of Trade, held Jan. 20, C. D. Howe spoke on "Recent Development in Grain Marketing."

Altho no elevator construction took place at lakehead or at Pacific Coast ports during 1931, 27 new elevators were built at points on new branch lines of the Canadian National Railways thruout the prairies. These new elevators increased the storage capacity at country points by 874,000 bus. and raised the total storage capacity to 88,335,000 bus. During the crop season of 1931 the Canadian National Railways handled 53.4% of all the grain moved from the prairies.

Arran, Sask.—The Searle Grain Co., Ltd.'s elevator burned about the middle of January; 30,000 bus. of grain was destroyed also.

Port Colborne, Ont.—The Maple Leaf Mills has completed the installation of electrical equipment at its plant here, replacing the fire damage of last summer.

Vancouver, B. C.—Offices have been opened in the Merchants Exchange Bldg. in this city by Sidney Metcalfe, formerly of Calgary, who will conduct a grain brokerage business.

Vancouver, B. C.—The resignation of John J. Cowan, general manager of the Vancouver Milling & Grain Co., Ltd., for the past five years, has been announced, to take effect Mar. 31. J. A. Gilchrist, from the head offices of Spillers, Ltd., of London, will be his successor.

Fort St. John, B. C.—It is reported that the Provincial Government, under the industries act, has extended a loan of \$15,000 to aid in the erection of a mill for the production of flour at this point. All flour used in this area heretofore has been brot in from other sections, after the grain had been shipped out, making an expensive two-way haul.

Montreal, Que.—Believing that an important organization such as the Montreal Corn Exchange should be represented on the council of the Board of Trade, Guy D. Robinson, pres. of the Corn Exchange, has been nominated by the grain trades. Last year the Corn Exchange was not represented on the council, altho Mr. Robinson was nominated for that office, but was defeated.

Winnipeg, Man.—The Grain Exchange appointed a com'te to investigate the question of the separate grading of garnet wheat, which is now under discussion and which was recommended at the last meeting of the western grain standards board. The com'te is to decide at what spreads the garnet grades should become deliverable on the futures contract, and altho the details of its plan have not been published, it is believed that a practical plan has been worked out by the com'te.

Windsor, Ont.—The Windsor Elvtr. & Warehouse Co., a new concern, is reported to be financing the erection of a 2,000,000-bu. elevator and a large warehouse, contract for the construction of which was awarded to the Fegles Const. Co. recently. Each building will have a separate dock on the river front at the westerly limits of the city. Construction will start about Mar. 1, the warehouse and dock to be completed by June 1, and the elevator and its dock by August, in time to handle the new crop shipments. Equipment for drying and cleaning grain will be installed in the elevator, which will handle chiefly the corn crop of eastern Ontario, it is reported. C. R. Vannatter, Toronto grain broker, is pres. of the Windsor Elvtr. & Warehouse Co.

## COLORADO

Fort Collins, Colo.—The Fort Collins Flour Mills recently experienced a fire which was too small to do much damage.

Denver, Colo.—The many friends of Fred M. Smith, manager of the Smoot Grain Co., will be glad to learn that he has returned to his home from the hospital where he was under treatment for pneumonia.

## ILLINOIS

Barry, Ill.—Leslie Baker, r.f.d. Barry, has installed a hammer mill for grinding feeds.

Lawrence, Ill.—The plant of J. W. Leach has been improved by the installation of a new hammer mill.

Woodhull, Ill.—A new crusher was recently installed in the feed mill of the Woodhull Grain Elvtr. Co.

Indianola, Ill.—Clyde Baldwin, of Danville, is the new manager of the Sidell Grain Co.'s elevator, having taken charge Jan. 19.

Vermont, Ill.—A quantity of clover seed and some timothy seed was stolen from the elevator of Bader & Co. at this point recently.

Table Grove, Ill.—Bader & Co.'s elevator here was robbed of a number of bus. of clover seed, also timothy seed, late in December.

Columbia, Ill.—D. V. Morehead, of Eldorado, has leased the mill here from Mrs. Sarah Boster and is now operating it, his father, C. E. Morehead, being the miller.

Chatsworth, Ill.—The first meeting of the year of the grain trade of the Chatsworth territory was held in this city at the Chatsworth Hotel, Jan. 26, dinner being served at 6:30 p. m.

Wenona, Ill.—The regular meeting of the grain trade of the Streator-Wenona territory will be held here at the Stanton Hotel, Jan. 28, at 7 o'clock p. m., at which time dinner will be served.

Jerseyville, Ill.—The Jersey County Farm Supply Co., which has operated H. G. Neely's elevator under lease for the last year, has bot the property at the reported price of \$13,000. Mr. Neely, former owner, is in the employ of the company as manager.

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Lewistown, Ill.—Burglars entered J. T. Holmes' elevator during the night of Jan. 5, gaining entrance by breaking out a window, and stole about 16 bus. of clover seed, which they took away in a truck.

Saunemin, Ill.—The Saunemin Elvtr. Co. has published a notice to the effect that commencing Feb. 1 that company will sell all millfeeds, oil meal, tankage, meat scraps and poultry feeds on a cash basis.

Astoria, Ill.—Roy Danner, who has managed the Farmers Elvtr. Co.'s elevator for the past six years, resigned and has been succeeded by Arthur Wherley, formerly helper at the elevator. Mr. Danner will devote his time to his farming interests.

Irrington, Ill.—The Muentner Elvtr., which has been managed by Henry Muentner, has been sold to Henry W. Schnitker, of Hoyleton, who has taken charge. Mr. Muentner has joined his brother and nephew at Nashville, Ill., in the conduct of the Muentner Mill, formerly known as the Camp Spring Mill.

Blodgett, Ill.—The elevator here, operated by C. H. Woods in partnership with his son, burned at 6 a. m., Jan. 16; loss (to building), \$2,500; partly insured; 2,500 bus. of grain was destroyed, the bulk of it being oats, with some wheat and corn. It is that a hobo may have started a fire and left without putting it out. The office and scales were saved.

Beardstown, Ill.—John Schultz, founder and managing partner of Schultz, Baujan & Co., died Jan. 12, after spending 57 years in the milling business in this city. Mr. Schultz and his father-in-law founded the business, which was operated as J. Baujan & Co. at first, the name being changed after a few years to Schultz, Baujan & Co. Mr. Schultz was 82 years of age.

Fairview, Ill.—About 55 bus. of clover seed was stolen from the Fairview Co-op. Farmers Co.'s elevator early in the morning of Jan. 12. It is believed that the thieves are the same ones who had burglarized the elevators at Vermont, Table Grove and Lewistown a short time before. The stolen clover seed was valued at about \$500. The robbers showed good discrimination, as they took the choicest seed in the elevator.

Peoria, Ill.—The Board of Trade election, held Jan. 11, resulted as follows: Grant M. Miles, pres.; Guy F. Luke, first vice-pres.; Robert F. Mueller, second vice-pres.; John R. Lofgren, sec'y; William C. White, treas.; H. D. Bowen, George R. Brier, George W. Cole, H. H. Dewey, B. E. Miles, G. A. Peterson, E. W. Sands, W. F. Stoltzman, R. S. Turner and B. E. Wrigley, directors; H. F. Caze, F. L. Barlow and William Stacey, com'te on arbitration.

Springfield, Ill.—The Fernandes Grain Co. and the Fernandes & Noonan Investment Co. have been merged, the new name being Fernandes & Co. Members of the new firm are: Sim Fernandes, N. A. Midden, Paul R. Noonan and E. H. Holliday. Grain for immediate and future delivery, stocks, bonds and investment trust securities will be handled. A private wire system will give information covering grain markets of the world and ticker service will furnish stock quotations of all leading exchanges.

Jacksonville, Ill.—Leonard Fanning, local manager for the J. C. Shaffer Grain Co., died from pneumonia, Jan. 15, at Our Saviour's Hospital, after an illness of four days. Mr. Fanning, who was about 52 years of age, had lived in Jacksonville for 25 years, all of which time he was associated with various grain firms as manager. He was the local manager of James E. Bennett & Co. for several years, and for the past six years has been manager for the Shaffer Co. He was well known among grain men of central Illinois. His widow survives him.

#### CHICAGO NOTES

Board of Trade memberships are selling at \$7,500, net to the buyer.

Walter G. Moorhead has been reinstated to membership in the Board of Trade.

The H. C. Knoke Co. has installed a Texas Cyclone Sweet Feed Mixer in its West Side plant.

Jos. A. Newman has been suspended from the privileges of the Board of Trade for default.

The rate of interest for advances on Bs/L has been fixed by the Board of Trade for the month of February at 6% per annum.

The Associated Feed Dealers, with offices located at 332 South La Salle St., wishes to announce that it has closed the office, effective Jan. 16.—L. M. Swett.

Following is the personnel of some of the com'tes for 1932, recently appointed by the Board of Trade: Grain com'te—J. E. Brennan, L. T. Sayre, F. Haynes, A. Gerstenberg, F. G. Coe, R. A. Schuster, R. McHenry. Warehouse com'te—W. E. Hudson, F. Uhlmann, L. T. Sayre. Business conduct com'te—L. S. Hoit, F. S. Lewis, G. A. Koehl, A. F. Lindley, J. H. Scoville.

New officers of the Cash Grain Ass'n of the Chicago Board of Trade have been elected as follows: M. L. Vehon, pres.; John J. Murphy, vice-pres.; Frank Haines, sec'y, and F. G. Coe, E. A. Doern, W. H. McDonald, W. M. Homerding, Alex. W. Kay, J. C. Curry and H. J. Rogers, directors. At the annual meeting Jan. 21 members of the association voted to co-operate with protesting farmers who seek to have yellow hard wheat reinstated as a deliverable grade on future contracts unless it is eliminated entirely from the federal grain standards.

#### INDIANA

Carlisle, Ind.—A hammer mill has been installed by Vernon Johnson.

Crown Point, Ind.—A combination grinder and mixer has been installed in the Sowash Elvtr., E. K. Sowash proprietor.

Geneva, Ind.—The offices of the Geneva Elvtr. Co. are being remodeled and redecorated and the furniture painted in a pleasing gray trimmed with black.

Rochester, Ind.—Howard M. Calloway on Jan. 1 took over the position of manager of the Farmers Co-op. Elvtr. Co.'s elevator, succeeding John Werner, resigned, who has been manager for the last four years.

Evansville, Ind.—A \$16,000 building in which to manufacture soybean flour will be built by Mead Johnson & Co., baby food manufacturers. The building will be the last of a series of three structures for use in manufacturing soybean products.—W. B. C.

Evansville, Ind.—An experimental department for the study of feeds will be equipped by the J. A. McCarty Seed Co., handlers of feeds for all purposes. The company is also buying butter, cream, eggs and poultry from farmers, selling them at both retail and wholesale.

Bennetts Switch, Ind.—A new hammer mill has been installed in the elevator of the Central States Grain Corp.

La Crosse, Ind.—We have completed the installation of a Sprout, Waldron 1-ton Dry Batch Mixer and Sprout, Waldron Cold Molasses Process Sweet Feed Mixer. We now believe this is one of the best equipped elevators in this section.—Weinkauf Grain Co., Vernon M. Weinkauf.

Lapel, Ind.—Standard Elvtr. Co., Inc., incorporated; capital stock, 350 shares at \$100 each and 500 shares no par value; incorporators: Harry J. Berry, Warren K. Man-

non and L. H. Earle; to conduct a grain and elevator business. The company has both the Lapel Lbr. & Grain Co. and has retained Virgil Towne as manager. Some remodeling will be done to the buildings this spring, the plan being to tear down an old planing mill and erect a 50,000-bu. concrete corn crib on the site.

#### IOWA

Batavia, Ia.—The Farmers Feed Mill burned recently.

Lynnville, Ia.—Keith Wildman has been appointed manager of the Farmers Elvtr. Co.'s elevator and assumes his duties some time this month.

Solberg (Rowan p. o.), Ia.—Ben Heiden is acting manager of the Solberg Farmers Elvtr. Co.'s elevator, relieving J. A. Olson, resigned.—Art Torkelson.

Lidderdale, Ia.—The Farmers Feed Mill has just completed the installation of a large fodder mill, that will grind roughage wet, frozen or dry in large quantities.

Marion, Ia.—The Farmers Elvtr. Co.'s elevator burned during the night of Jan. 13; loss, \$10,000; covered by insurance; 2,000 bus. of oats was destroyed.—Art Torkelson.

West Bend, Ia.—J. A. Olson, formerly manager of the Solberg (Rowan p. o.) Farmers Elvtr. Co.'s elevator, has been appointed manager of the local Davenport Elvtr. Co.'s elevator.—Art Torkelson, with Lamson Bros. & Co.

Lake City, Ia.—About 6 o'clock p. m., Dec. 31, two men entered the office of the Mighell Elvtr. and ordered Mr. Mighell to hand over what money he had. They took it, amounting to about \$10, and drove away in their car after taking the keys from Mr. Mighell's car that stood near the elevator.

Remsen, Ia.—The Farmers Co-op. Co., whose new elevator and feed mill was completed recently by the T. E. Ibberson Co. (replacing the plant that burned last October), contemplates installing an oat huller, feed mixer, corn cracker and grader later, together with service legs for same, probably not until next year.

Fort Dodge, Ia.—The Farmers Feed Mill, formerly known as the Brown Feed Mill until purchased by A. M. Lyders in 1928, is installing the latest type of corn cracking and grinding equipment. Since Mr. Lyders' ownership, a new elevator and more grain storage room have been added and oat hulling and feed mixing machinery installed.—A. T.

Rolfe, Ia.—The Charlton Grain Co., Inc., is the successor to the Charlton Grain Co., which was owned solely by Frank B. Charlton, whose two brothers, Shannon B., of Manchester, and Clyde B., of Des Moines, also E. T. Duffy, employed by the firm for the past five years, are now associated with him in the business. Frank B. Charlton will continue as general manager of the business but Mr. Duffy will be the local manager, as Mr. Charlton has made business connections in Des Moines and will be back and forth frequently, keeping in touch with his business here.

### Western Grain Dealers Mutual Fire Ins. Co.

Hubbell Bldg. Des Moines, Ia.

Call or Wire

Our Expense for Immediate  
Protection on

Elevators—Grain—Dwellings  
Lumber Yards—Merc. Property



Superior, Ia.—A small fire broke out in Otto McCoy's feed mill, Jan. 8, when Mr. McCoy attempted to start the engine with a blow torch and the oil on the framework caught fire. The flames were soon extinguished.

Voorhies, Ia.—The Farmers Co-op. Elvtr. Co.'s elevator burned at 2:30 in the morning, Jan. 5; loss, \$12,000; the building was insured for \$6,000 and the grain and feed in the elevator at the time, valued at approximately \$2,000, was fully insured; about 5,000 bus. of corn and 1,500 bus. of oats was burned. It is said that it is doubtful if the elevator will be rebuilt, as action for a receivership was started two weeks before the fire, Ed Witt, one of the directors, having been named as receiver. The fire is reported to have started from the chimney in the office of the elevator.

Magnolia, Ia.—The feed mill operated by W. A. Richardson burned at 3 a. m. Monday, Jan. 4; the contents, including all stock and fixtures, a touring car, a new portable grinder, a stationary grinder and grain, were destroyed, with no insurance on them. The building had recently been acquired by H. V. Frazier, of Omaha, who on the day previous to the fire had sent a check covering the amount due on the insurance, which had expired Dec. 20. It is believed that the fire started in a bin containing five bus. of ear corn located back of the office. Mr. Richardson, in an unsuccessful attempt to save his books and records, could not find his way out thru the smoke and in breaking a window to get to the street, received a deep gash in his forehead.

## KANSAS

Cimarron, Kan.—Blanton Grain & Supply Co., incorporated; capital stock, \$10,000.

Oberlin, Kan.—O. F. Lohofener sustained slight damage to electrical equipment on Jan. 15.

Weskan, Kan.—The Summitt Grain Co., headquarters Denver, Colo., has sold its elevator at Weskan.

Garden Plain, Kan.—The Farmers Elvtr. Co. recently declared a dividend of 28% and the Farmers Co-op. Grain Co. a dividend just under 29%. The past year did not seem to depress Garden Plain very much.

Herington, Kan.—The Farmers Union sold its elevator property to Ernest Dommann, late in December. The business has been handled by the Farmers Union Jobbing Ass'n the past year, and the refusal of the ass'n to renew its contract is said to be responsible for the sale.

### HAROLD-WALLIS GRAIN CO.

#### BOARD OF TRADE

Wichita, Kansas

J. R. HAROLD      W. W. WALLIS  
Consignments and General Grain Dealers

### Adair-Morton Grain Co.

Wichita, Kansas

WHEAT-CORN-OATS-KAFIR

### OGREN GRAIN CO.

Wichita, Kansas

Grain Merchants

Benedict, Kan.—The Benedict Grain Co.'s elevator burned at 3:30 a. m., Jan. 14; loss, \$3,000. It is believed that tramps carelessly set fire to the building. Half a carload of feed was stored in the elevator, which was owned by W. J. Small and W. S. Smith.

Hutchinson, Kan.—The George Gano Grain Corp., the incorporation of which was reported in the Journals last number, is a merger of the Fleming Grain Co. and the Gano Grain Co. George Gano is pres. of the corporation and Joe Fleming is vice-pres. Other directors in the new firm are Joe Eicker, Joyce Krick and Ed Harper.

Ashton, Kan.—Henry W. Tipler was burned to death early Sunday morning, Jan. 3, in the small frame office building of his elevator. The fire was discovered by a passing autoist shortly after midnight, and the roof of the little building fell in a few minutes later. Mr. Tipler went back to his office building Saturday evening to finish up some work and it is presumed he fell asleep, and the fire was started either by the stove becoming too hot or by ashes from his pipe. Mr. Tipler, who was 62 years of age, had been in the grain business over 30 years. He is survived by his widow and a married daughter. The property damage was confined to the office building and a nearby general store, the damage amounting to less than \$1,000.

## KENTUCKY

Hawesville, Ky.—Timothy Davies has installed a hammermill in his new feed mill building and is now operating his mill.

Wofford, Ky.—Edgar Milburn has been brot into court charged with breaking into a grist mill near here, over a month ago, and stealing a battery.

Beaver Dam, Ky.—The Beaver Dam Milling Co.'s main plant was burned at 3 p. m., Jan. 14; loss, estimated at \$60,000; the company will probably rebuild. Feed and flour are manufactured.

Mayfield, Ky.—Mayfield Sweet Feed Mill Co., incorporated; owners, J. W. McCulloch, M. E. Rushing and Cecil Dodd, all of Owensboro. The mill will be located on the Mayfield-Fulton Highway.

## LOUISIANA

New Orleans, La.—Harry Piguet, formerly in the grain business in this city, died in Covington, where he went to live a number of years ago when he left New Orleans, Jan. 5, at the age of 65 years.

New Orleans, La.—Charles A. Coyle, one of the pioneers in the feed trade and head of C. A. Coyle & Co., grain, hay and feed dealers, died recently. His sister, Mrs. Florence Norton, will continue the firm's business.

New Orleans, La.—New officers of the Board of Trade were elected recently as follows: Pres., Gabe Mouledoux; first vice-pres., A. W. Borden; second vice-pres., E. E. Lamberton; third vice-pres., W. D. Rousel; sec'y, H. S. Herring; directors (for two-year term): James Thomas, John Dupuy, H. R. Graf, Theodore Brent, Sam Israel, L. E. Levy, G. R. Westfeldt, Jacob Levy, M. W. Boylan, J. M. Rogers, C. A. Garic, L. W. Zoeller and E. V. Schafer.

## MARYLAND

Rocks, Md.—James W. Davis, grain dealer and miller, was recently re-elected to the office of pres. of the Maryland Farm Bureau Federation.

### BALTIMORE LETTER

W. R. Wilmer, for years engaged in the bay grain trade of the Baltimore market, operating as W. R. Wilmer & Co., died Jan. 19.—R. C. N.

Of the total stock of 6,500,000 bus. of wheat in Baltimore elevators at present, slightly over 5,000,000 bus. is being carried by the Grain Stabilization Corp.—R. C. N.

William E. Harris has disposed of his membership in the Chamber of Commerce. He was the local representative of James E. Bennett & Co., of Chicago, for many years.

The annual dinner of the Traffic Club of Baltimore will be held Feb. 2 at the Lord Baltimore Hotel. O. S. Lewis, general freight traffic manager, Baltimore & Ohio Railroad, will be the toastmaster.—R. C. N.

William Rodgers, for years Baltimore representative of Knight & Co., grain merchants of New York and Chicago, was recently discharged from the Johns Hopkins Hospital, where he underwent a second operation for the removal of cataracts from his eyes.—R. C. N.

The 77th annual meeting of the members of the Baltimore Chamber of Commerce was held on the morning of Jan. 25, to hear the annual report of the retiring president and board of directors. Following the reading of the report the election of five new directors took place, but with only one ticket in the field the following were declared elected by the vote of the vice-pres., as provided for in the by-laws: J. Murdoch Dennis, Wm. H. Hayward, Joseph G. Reynolds, Joel M. Cloud, and J. Ross Myers. At the organization meeting of the new board, held Jan. 27, the following officers were elected for the ensuing year: Pres., Eugene Blackford; vice-pres., J. Adam Manger; sec'y-treas., Jas. B. Hessong; assistant sec'y, Edward Bittrick. Mr. Blackford, who is serving his third term as pres. of the Baltimore Chamber of Commerce, is a member of the well-known grain exporting house of Gill & Fisher, one of the oldest in the trade. Beside his long connection with the grain business, he is a director in a number of the leading Baltimore financial institutions.—R. C. N.

## MICHIGAN

Wayland, Mich.—Wm. Graczyk is installing a Bryant Electromagnetic Separator.

Mason, Mich.—Wynn & Bartlett have installed an oil engine to operate their flour mill.

Tecumseh, Mich.—The Wm. Hayden Milling Co. has recently installed two automatic packers for sacking pancake flour.

Holly, Mich.—The Holly Grain & Produce Co. has ordered an electromagnetic separator for its feed mill to take out stray iron.

Willis, Mich.—Gorton & Wright have placed an order for an electromagnetic separator to eliminate the tramp iron fire hazard.

Deford, Mich.—The Michigan Bean Co. is replacing an old style Dings Electromagnetic Separator with one of the new automatic type.

Highland, Mich.—Highland Producers Ass'n is replacing an old style electromagnetic separator with one of the new automatic type.

Owosso, Mich.—The name of the Soule Milling Co., that was incorporated last October, has been changed to the Clark Food Products Corp.

Richville, Mich.—Richard Hoerline, who operates the local elevator and feed mill, has installed a Bryant Electromagnetic separator on his Dreadnaught Feed Mill to eliminate the tramp iron.

Detroit, Mich.—The Michigan Bean Jobbers Ass'n will hold its annual meeting in this city Feb. 4, at the Detroit-Leland Hotel. A big gathering is expected as matters of great importance to the trade will be discussed.



Fennville, Mich.—The Fennville Farm Bureau Co-op. Ass'n has purchased a hammer mill to be driven by a 30-h.p. motor with a Rockwood belt drive. The ass'n is also installing a Stover Sheller and a 5-h.p. motor. The mill is to be equipped with an electromagnetic separator to eliminate the tramp iron.

Mt. Clemens, Mich.—The Farmers Milling Co. has installed a Bryant Electromagnetic Separator on its Dreadnaught Feed Mill to catch tramp iron, in its recently completed brick feed mill addition to its flour mill, replacing a frame section. All of the electric light and power wiring in the plant has been installed in conduit. A new brick office has been added to the west side of the main plant.

Marshall, Mich.—Wm. A. Coombs III, on Jan. 12 took over the business of the Marshall Milling Co. which was managed by his father, Wm. A. Coombs II, up to the time of his sudden death in December. The grandfather of the present operator, after whom he was named, was the organizer of the Wm. A. Coombs Milling Co., of Coldwater, which at that time was one of the largest mills in Michigan.

Covert, Mich.—E. C. Vanderbough, who has been in the produce business here for a number of years, has purchased a Blue Streak Hammer Mill with direct connected 30-h.p. motor. This mill is equipped with a built-in electromagnetic separator which will remove tramp iron. He is also installing a feed mixer and corn sheller and three additional 5-h.p. motors. All the motors are of the fully-enclosed type.

Lansing, Mich.—The annual meeting of the Michigan State Millers Ass'n is being held Jan. 27 at the Hotel Olds, this city, at 1:30 p. m. Pres. McKenzie will make the introductory remarks. "Portable Feed Mills," "The New Routing Guides" and "Future Terminal Grain Storage in Michigan" are among the subjects to be discussed. The annual dinner will be served in the Wisteria Room of the Hotel Olds at 7 p. m., to which all are invited, including the ladies. The after-dinner speaker will be Arthur F. Briese, one of the best known humorists and convention speakers in the country.

Detroit, Mich.—An opinion by William S. Sayres, Jr., standing master in chancery, was filed on Jan. 14, upholding the constitutionality of the Michigan malt tax law, passed by the legislature in 1931. The opinion is subject to the approval of a special Federal Court comprised of three judges. The validity of the malt tax law was attacked by Standard Products, Inc., of Cincinnati, manufacturer of malt and other products used by bakers, in a bill filed last July. The law provides registration fees of \$250 for manufacturers of malt or malt products, \$100 for distributors, \$25 for retailers and \$25 for motor vehicles operated in the trade. Also the law imposes taxes of 5c a gallon on wort and liquid malt and 5c a pound on syrup or extract.

Shelbyville, Mich.—The Briggs Estate Elvtr., which is managed by Lew Fleser, is installing a Papec hammer mill driven by a 25-h.p. motor. Mill is equipped with an electromagnetic separator.

## MINNESOTA

Ogilvie, Minn.—A feed mill has been established here by Otto Block.

Cosmos, Minn.—The Cosmos Elvtr. Co. has installed a magnetic separator.

Winona, Minn.—The Bay State Elvtr. Co. has renewed its articles of incorporation for 30 years.

Welcome, Minn.—A magnetic separator has been added to the equipment of Kopschka & Son.

Faribault, Minn.—T. W. Hunter has improved his plant by the installation of a magnetic separator.

Lansing, Minn.—Lansing Elvtr. Co., incorporated; capital stock, \$16,000; incorporators: O. W. Cummings, A. J. Pollock, William Bell.

Owatonna, Minn.—The fire hazard has been reduced at the elevator of the Farmers Elvtr. Co. by the addition of a magnetic separator.

Luverne, Minn.—E. E. Maloney, for 23 years actively engaged in the grain and coal business in this city, died at his home recently, following a two months' illness.

St. Paul, Minn.—It is reported that the Minnesota Farm Bureau Federation will establish a feed and fertilizer factory and jobbing warehouse here to serve this and neighboring states.

Duluth, Minn.—The Duluth Board of Trade Clearing Ass'n held its annual election Jan. 5, at which time B. J. Stockman and O. E. Martin were re-elected directors. The directors elected Mr. Stockman pres., G. H. Spencer vice-pres., and G. F. Foster manager.

Duluth, Minn.—Walter D. Newcomb, pioneer Duluth resident and grain merchant, died in Venice, Cal., where he moved on his retirement from business on account of ill health. Mr. Newcomb, who was 71 years of age, was connected with the Globe Elvtr. Co. while here.

Albert Lea, Minn.—The Speltz Grain & Coal Co. has spent several hundred dollars in improvements to its elevator and feed mill. The driveway has been widened and floors rebuilt to accommodate the larger trucks, and a new elevator boot tank has replaced the old one.

## MINNEAPOLIS LETTER

Earle F. Wyman, formerly of this city and a brother of J. C. Wyman, of the McDonald & Wyman Co., of Minneapolis, died on Jan. 10 at his home in Florida, Silver Palm Gardens, at the age of 47 years. Mr. Wyman was at one time in the grain business at Winnipeg, from which city he went to Florida in 1925. His widow and two children survive him.

Ralph Bruce, manager of the grain department of Archer-Daniels-Midland Co., and one of the directors, died Jan. 10. He was 51 years of age.

S. N. Osgood is now connected with the Fruen Milling Co., of this city, manufacturers of feed and cereal products. For many years Mr. Osgood was with the Stuhr-Seidl Co.

The Tri-State Country Grain Shippers Ass'n will hold its 14th annual convention in this city Feb. 18 at the Nicollet Hotel. A business session will be held in the forenoon, followed by lunch, election of officers and talks.

## MISSOURI

Dexter, Mo.—Charles Bowman, of Sikeston, has been appointed manager of the Scott County Milling Co.'s elevator.

Eldon, Mo.—C. P. Granstaff, who has been in business here for 22 years, has sold his Rock Island Elvtr. Co. business to L. R. Burris, of the Eldon Transfer & Storage Co., who will combine the two business places. About a week before selling the business, Mr. Granstaff purchased the interest of his former partner, Lester Evans, who died recently.

Marceline, Mo.—Frank Gucker's elevator, one of the city's oldest landmarks, burned at 9 o'clock p. m., Dec. 31; some insurance was carried. The plant, which included the elevator and a 200-barrel mill, was built about 42 years. In recent years it was owned and operated by a group of farmers, who, after operating it eight or ten years, sold it to George and Frank Gucker. About a year ago Frank Gucker became the sole owner. Altho at last report he did not have a definite location in view, Mr. Gucker is reported to have said that he would start in business here again soon.

St. Louis, Mo.—The Merchants Exchange election, held Jan. 13, resulted as follows, none of the candidates having any opposition: Pres., Edward F. Mangelsdorf; first vice-pres., Thomas K. Martin; second vice-pres., E. C. Dreyer; directors: J. O. Ballard, H. B. McCormick, M. Q. Tanner, Julius Mayer; com'ite on arbitration: James P. Condon, George J. Ichtertz, Frank B. Waddock, T. M. Scott, C. A. Wilson; com'ite on appeals: J. H. Albrecht, H. C. Altmansberger, R. H. Baumgartner, J. M. Fuller, D. L. Kelly, J. G. Matthews, A. J. Schulte, S. A. Whitehead, P. S. Wilson.

## KANSAS CITY LETTER

Suffering from an attack of intestinal flu, Ben L. Hargis, manager of Lamson Bros. & Co.'s Kansas City office, is in the Menorah Hospital.

The outgoing directors of the Kansas City Board of Trade served luncheon to the board members in the directors' room, on Jan. 12, reviving an old custom that fell into disuse several years ago. The luncheon preceded the installation of the new officers of the exchange.

Kill them safely—quickly—cheaply—with C—P—C. Red Squill Rat Exterminator!



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C—P—C. Rat Exterminator is Prepared by the Makers of "Minrol-Protein" for Poultry, and a Full Line of Worm Remedies, Disinfectants, Sprays, Etc.  
**CONCENTRATE PRODUCTS COMPANY, 822 So. May St., Chicago, Ill.**



The Morrison-Gregg-Mitchell Grain Co. is the new name of the former Morrison Grain Co., the change being in name only, R. T. Morrison, S. B. Gregg and James B. Mitchell remaining the partners as before.

The Kansas City Hay Exchange elected its 1932 officers and directors on Jan. 6, with the following result: Pres., D. B. Tilson; first vice-pres., R. E. Huffine; second vice-pres., N. C. Campbell; directors: G. Stuart Brubaker, Loyd M. Faris, William Musterman.

Allen Logan, retired pres. of the Logan Bros.-Hart Grain Co., was robbed in his country home early in the morning, Jan. 8, by three men. He escaped thru the house and ran to a neighbor's, after one of the bandits struck him. He contracted a severe cold from exposure.

The new directors of the Grain Clearing Co. (reported in the Journals last number) on Jan. 18 chose their officers for the coming year as follows: Pres., Fred C. Vincent; first vice-pres., J. J. Wolcott; second vice-pres., Kenneth C. Irons; sec'y, Harry C. Gamage; treas., H. A. Fowler.

A gavel was presented to Walter A. Hinchman, manager of the millfeeds department of the Board of Trade, to be used for calling the sessions of the market to order. The gavel was made of black walnut from a tree on the farm of A. J. Poor, in Wyandotte County, Kansas, and was given by Herbert E. Poor. A. J. Poor, who has been in the grain business in this market for 40 years, made his first dealings in millfeeds.

W. B. Lincoln, of Wolcott & Lincoln, Inc., the new pres. of the Kansas City Board of Trade, as reported in the Journals last number, is a pioneer in the grain business. He was formerly associated with the Van Dusen-Harrington Co., and for 17 years was manager of the Kansas City office of the Armour Grain Co. Mr. Lincoln has been a member of the Kansas City Board of Trade for 25 years. Wolcott & Lincoln, Inc., operate the Alton Elvtr. in this city in addition to a newly constructed elevator of 500,000 bus. capacity at Wellington, Kan. Branch offices are maintained at Salina, Hutchinson, Wichita and Dodge City, Kan.

## MONTANA

Collins, Mont.—The Montana Central Grain Co.'s elevator, Miles Lockhart manager, burned Jan. 3, together with about 5,000 bus. of wheat.

Galata, Mont.—The Gallatin Valley Milling Co.'s elevator burned about the middle of this month, together with an undetermined amount of grain.

Inverness, Mont.—Farmers Union Elvtr. Co., incorporated; capital stock, \$25,000; incorporators: William Speyer, B. J. Starvick, Axel Peterson; to conduct a co-operative to buy and sell grain and other farm products.

## NEBRASKA

Omaha, Neb.—Omaha Feeding Co., incorporated; capital stock, \$75,000; incorporators: T. F. Quinlan, Julius Mittelholz and Joseph Varga.

Firth, Neb.—The Firth Co-op. Co., incorporated; capital stock, \$25,000; to buy and sell grain, seed, feed, etc., and operate a grain and storage elevator.

Cambridge, Neb.—The Farmers Elvtr. Co.'s elevator is said to have been condemned by the fire inspector, and it is up to the company to have necessary repairs made.

Cozad, Neb.—The stockholders of the Farmers Elvtr. Co., whose charter had expired, voted to extend the charter 25 years. The company has a capital stock of \$20,000, all paid in.

Newcastle, Neb.—A large grist mill may be installed at this point in the spring, according to rumors.

Chappell, Neb.—The safe in the local office of the Lexington Mill & Elvtr. Co.'s elevator was damaged, during the night of Jan. 9, by thieves in an unsuccessful attempt to open it.

Omaha, Neb.—Plans for a new 1,500-barrel fireproof mill for the Nebraska Consolidated Mills Co. are being drawn by Horner & Wyatt, replacing the plant damaged by fire and explosion Dec. 18, as reported in the Dec. 23 Journals, the new mill to be ready to operate by spring. As the elevator was not damaged, no additional grain storage will be built.

Potter, Neb.—Fred W. Vaughan is the new local manager of the former Witt Milling & Grain Co.'s elevator, reported in the Journals last number as having recently been purchased by a Farm Board subsidiary, the Farmers West Central Grain Co. The new owners will buy and sell grain but will not deal in coal. The Witt Milling & Grain Co. retains its corporate name and will continue to deal in flour and other mill products and will handle coal as heretofore. This makes the fifth elevator bot by Farm Board interests in this neighborhood, the other four being located at Bushnell, Oliver, Kimball and Dix.

## NEW ENGLAND

Boston, Mass.—The Boston Grain & Flour Exchange has elected Albert H. Mellen to the board of directors, succeeding H. E. Taylor, resigned.

## NEW YORK

Ransomville, N. Y.—J. K. Jackson & Son are installing an electromagnetic separator to eliminate the tramp iron fire hazard.

New York, N. Y.—Recent new members of the Produce Exchange include E. J. Martin and J. A. Warner, who were elected to associate membership.

Williamsville, N. Y.—Williamsville Feed & Supply Co., incorporated; capital stock, \$50,000; incorporators: Carl Shumway, Henry Dean and Jules Randall; to engage in the grain, cereal and feed business.

Buffalo, N. Y.—Hiram C. Harrison, one of the partners of the Nye & Jenks Grain Co. for many years, also sec'y and manager of the Exchange Elvtr. Co., this city, died recently at his home near Buffalo, at the age of 70 years.

Albany, N. Y.—Rapid progress is reported on the 13,000,000-bu. elevator of the Port of Albany, under construction by the James Stewart Corp., due to the mild winter weather. It is now that the elevator will be ready for use by July. As previously reported, the Cargill Grain Co. will occupy 10,000,000 bus. capacity, the state reserving 3,000,000 bus. storage space.

## NORTH DAKOTA

Flora, N. D.—Mr. Kain has been succeeded as manager of the Flora Elvtr. Co.'s elevator by George Vallier.

Ruso, N. D.—O. H. Buseth is the new manager of the Farmers Co-op. Elvtr. Co.'s elevator, succeeding Ed Zabel.

Thompson, N. D.—Bernard Johnson, manager of the Farmers Co-op. Elvtr. Co.'s elevator, who has been on the sick list for a month, has now fully recovered.

Bismarck, N. D.—The 21st annual convention of the Farmers Grain Dealers Ass'n of North Dakota will be held in this city Feb. 3 and 4. The Patterson Hotel has been designated as the convention headquarters hotel.—P. A. Lee, sec'y.

Reynolds, N. D.—The Farmers Elvtr. Co., of Reynolds, has become a member of the Farmers Grain Dealers' Ass'n of North Dakota.

Braddock, N. D.—Gust Grosz, of Fredonia, has been appointed manager of the Farmers Elvtr. Co.'s elevator here, succeeding Mr. Piers, who is now with the Osborne & McMillan Elvtr.

Maple Leaf, N. D.—A. W. Ballweber, former manager of the Maple Leaf Grain Co.'s elevator, has moved to Waldorf to manage a farmers elevator and has been succeeded here by John Hepper.

Bismarck, N. D.—John H. Wishek, operator at one time of a line of six grain elevators and lumber yards in this state, died at a hospital in this city recently, after an illness of 10 days. He was 76 years of age.

Hannaford, N. D.—The Markuson Elvtr. Co.'s elevator building has been moved to the foundation of the Farmers Elvtr. Co.'s elevator that burned in October. The Farmers Co. was reported recently to have bot the N. J. Olsen Elvtr.

Greene, N. D.—J. A. Williams, former manager of the Farmers Elvtr. Co.'s elevator at Hartland, has been appointed manager of the Farmers Co-op. Elvtr. Co.'s house here, succeeding O. A. Swanson, who recently bot an elevator at Gonvick, Minn., as previously reported.

Gronna (Rolla p. o.), N. D.—The 35,000-bu. Equity Elvtr. burned at 6:30 p. m., Dec. 28; loss covered by insurance; the house contained about 9,000 bus. of grain. Due to the direction of the wind, the coal sheds were saved. P. W. Schilling, manager, lost considerable personal property in the warehouse adjoining the elevator.

Medina, N. D.—The Farmers Elvtr. Co. and Wm. Dalrymple & Co., of Minneapolis, holder of a mortgage on the elevator, have made a compromise agreement to enable the elevator to continue operation. The foreclosure case that was scheduled on the district court calendar was settled out of court, with the mortgagee scaling down the payment of the mortgage. Because of deflated grain prices, the foreclosure would have wiped out all the assets of the elevator company, it is said.

## OHIO

Arcadia, O.—Wind damaged the roof of the elevator of L. R. Good & Son on Jan. 12.

Deshler, O.—The L. H. Dill Co. has bot a building here and plans manufacturing alfalfa meal.

Eaton, O.—On Jan. 12 wind damaged the roof and siding of the elevator of Muff Grain & Coal Co.

Uniopolis, O.—Wind slightly damaged the roof of the elevator of the Union Grain Co. early this month.

Cavett (Van Wert p. o.), O.—The roof of the elevator of Grover C. Heist was recently damaged by wind.

Lockington (Piqua p. o.), O.—Wind slightly damaged the corn crib of the Lockington Elvtrs. recently.

New Lyme, O.—Bandits recently held up E. J. Root, owner of a feed mill, bound him and got away with \$200.

Hillgrove (Union City, Ind., p. o.), O.—Wind slightly damaged the roof of the John Parent Co.'s plant on Jan. 12.

Garrettsville, O.—Fire, caused by an overheated motor, damaged the roof of the Nichols & Nichols Feed Mill recently.

Mortimer (Findlay p. o.), O.—A 1-ton feed mixer was recently installed by George Ebersole in his elevator, which he bot last summer.



New Bavaria, O.—On Jan. 12 wind damaged the dust collector pipe in the plant of the Farmers Elevtr., Grain & Supply Co.

Columbus, O.—The 28th annual meeting of the Ohio Millers State Ass'n will be held at the Hotel Chittenden, Columbus, Apr. 13 and 14.

Kings Creek (Urbana p. o.), O.—The roofing and windows of the flour mill of Gregg Brothers were slightly damaged by wind-storm of Jan. 12.

Ingomar, O.—Wind damaged the roof and siding of the elevator of the Mineralized Yeast Mills and also damaged stock in the elevator on Jan. 12.

Lockbourne, O.—James Fishburn, retired grain dealer, died Jan. 15, after an illness of nearly a year. He is survived by his widow and a married daughter.

South Charleston, O.—Dewey Bros. Co., headquarters Blanchester, has bot an elevator and business block here from Houston Bros., for use in its grain and hay business.

Wayne, O.—M. J. Wolfe, manager of the Prairie Farmers Co-op. Co.'s elevator for the past two years, has resigned. He is part owner of an elevator at Helena (Millersville p. o.).

Crestline, O.—John Becker, manager of an Equity elevator at Sugarcreek, O., for the past nine years, has been employed in a like capacity at the Equity plant at this point, and will take charge about Feb. 1.

Akron, O.—The Acme Feed & Milling Co. has been purchased by W. O. Greene, of Urbana, who will operate the business, which was recently taken over by the First Central Trust Co., of Akron, on a secured claim.

Cleveland, O.—The new officers of the Grain & Hay Exchange of the Cleveland Chamber of Commerce have been elected as follows: Pres., Frank S. Sheets; vice-pres., George Schmitt; treas., E. E. Brott; sec'y, K. L. Hardy.

Toledo, O.—A jury in common pleas court recently returned a verdict of \$750 for Elizabeth Gruetter against the Toledo Seed & Oil Co. She contended that the inhalation of dust from castor beans in the company's plant gave her asthma.

Kingscreek (Urbana p. o.), O.—The old Gregg Mill, which has served this community for 121 years, has been bot by David Leischty, of Iowa. The mill has been owned and operated by members of the Gregg family for the last 22 years.

Jackson, O.—For the purpose of strengthening the company, a friendly receivership has been appointed for the Peters Milling Co., Harry B. Rease being named as receiver and the former manager, David Armstrong, continuing as manager. The operation of the business will be continued by the receiver.

New Bavaria, O.—The Farmers Elevtr., Grain & Supply Co. has brot suit against the Security-Home Bank and I. J. Fulton in charge of the liquidation, asking that \$460 be made a preferred claim. The company alleges that the Chemical National Bank, of New York, refused to honor a draft due to the closing of the Security-Home Bank, which collected on the oats.

Toledo, O.—Edward A. Nettleton, sec'y and treas. of the Imperial Grain & Milling Co., died very unexpectedly at his home in this city from a heart attack, on Jan. 13. He had been connected with the Imperial Co. for 25 years, William E. Savage being associated with him as pres. of the company. Mr. Nettleton at the time of his death was treas. of the Toledo Board of Trade, and had held several important offices in that exchange. He is survived by his widow, two sons and one daughter. One son, Edward A., Jr., is employed by the Board of Trade.

Cuyahoga Falls, O.—The purchase of a new mixer and corn cracker is contemplated by the Steigner Milling & Supply Co.

Gibsonburg, O.—D. D. Younker's elevator, operated under the name of the Gibsonburg Coal & Ice Co., burned at 2 a. m., Jan. 13; loss, \$4,500; partly insured; the elevator and machinery had not been used recently and the building had been used for storing tanks of the Gulf Oil Co., and these had been removed recently.

## OKLAHOMA

Shawnee, Okla.—Stevenson & Son, grocers of Tecumseh, have opened a wholesale feed and seed store in this city.

Hydro, Okla.—H. C. Heatly, of Weatherford, is installing a midget flour mill here, having a capacity of 20 barrels of flour daily.

Bartlesville, Okla.—Operations were begun recently by a new mill that specializes in grinding small grain, corn on the cob, kafir, corn meal and graham flour.

Medford, Okla.—Ed Jenkins has taken over the Hacker elevator which has recently been operated under the direction of Mrs. W. T. Hacker. Mr. Jenkins has taken over the management of the business and plans to continue his oil and gasoline business also.

Tonkawa, Okla.—James R. Dorsett, local manager for the Farmers National Grain Corp., now has ten elevators under his management, located at the following points: Tonkawa, Deer Creek, Eddy, Lamont, Nardin, Saltfork, Three Sands, Kelly (not a p. o.), Bodock (Ponca City p. o.) and Sumpter (Bramen p. o.).

## PACIFIC NORTHWEST

Kalama, Wash.—The Watkins Produce Co. installed a hammer mill early this month.

Portland, Ore.—The North Pacific Millers Ass'n's semi-annual meeting that was to have been held in this city the middle of January, has been postponed till early in February.

Palouse, Wash.—R. W. Wallace contemplates the erection of a grain warehouse, to be 50 x 300 feet, on a tract of land he has leased on the Northern Pacific Railway. The new building will replace other warehouses now being used by Mr. Wallace.

Central Ferry, Wash.—The Central Ferry Warehouse, owned by Robert L. Young, and said to be the largest storage building of its kind in the wheat section of the state, was damaged by fire early this month; loss, \$1,500 on building; covered by insurance.

Seattle, Wash.—Henry Kleinberg, well known grain man of Central Washington and the Puget Sound district, died in this city Jan. 16. Until his retirement 15 years ago, he was one of the most active grain and hay dealers of the state and was the head of Henry Kleinberg, Inc., which he organized. He is survived by his widow, two sons and a daughter.

Portland, Ore.—In recognition of his efficient work for the company, Leo Cook, manager of the Portland office of Brown-Jeklin & Co., has been made vice-pres. of the company.

Portland, Ore.—C. A. Babcock, who recently disposed of his feed manufacturing business operated as the C. A. Babcock Co., has opened an office at 147 Russell St. and will deal in grain and concentrates in car lots and in small quantities.

Portland, Ore.—George Delaney, until its discontinuance several months ago local manager of Wilbur, Ellis & Co., of Seattle, and since then with the H. J. Stoll Co. until his resignation, was found dead in his garage, Jan. 14, from self-inflicted wounds. He is survived by his wife and two-year-old son.

Portland, Ore.—John C. Robinson, active in the grain and flour trade of this city for years, founder of the Multnomah Mills, whose plant included an elevator, and which he operated until the World War, died on Jan. 12, in a hospital in this city, from injuries suffered when an auto struck him. Mr. Robinson, who was a native of England, had lived in Portland for nearly 40 years. His wife and one daughter survive him.

Turner, Ore.—The Turner Oregon Feed & Flour Co.'s mill, which has been closed since the middle of November, at which time it went into the hands of a receiver, has opened for business under the name of the Cherry City Co., with L. C. Osborne as manager. The Cherry City Milling Co., of Salem, has leased the plant for a short time. The warehouse, which is equipped with feeder and grinder, was taken over to keep the machinery in running order and to protect the goods stored there, it is said.

## PENNSYLVANIA

Philadelphia, Pa.—Recent applicants for membership in the Commercial Exchange include Martin L. Grimes and the Washburn-Crosby Co., Inc.

Reading, Pa.—Milton B. Rabenold, a grain and feed man for many years, died Jan. 13, at his home in this city, at the age of 74 years.

## SOUTH DAKOTA

Woonsocket, S. D.—The Farmers Elevtr. Co.'s elevator burned about the middle of this month. Cause of fire not known.

Lane, S. D.—S. H. May, proprietor of a grain elevator, died early this month, following a stroke of paralysis, at the age of 65 years.

## SOUTHEAST

Sparta, Ga.—A new grist mill is to be erected near the ice plant by Herman Smith, manager of the Hancock Ice & Milling Co.

Greenville, S. C.—The business of A. M. Hayes, wholesalers of feed, flour and hay, was liquidated the first of the year. This company has been in business for 25 years, being one of the largest and oldest of its kind in the Southeast.

**Specialists in Ventilating Grain Elevator  
Legs and Grain Storage Bins**

**HH ROBERTSON CO**  
BUILDING PRODUCTS BUILDING PRODUCTS  
**PITTSBURGH, PA.**

District offices in Chicago, St. Louis, Minneapolis and other large Cities

**ROBERTSON PROTECTED METAL ROOFING AND SIDING IS STRONG AND CORROSION-PROOF**



Jackson, Miss.—A complete remodeling of the plant of the Great 8 Milling Co. will soon be completed. "It was the original plan to spend \$5,000 on improvements, but after the work got under way we found that due to the low cost of labor and material at this time it was good business to enlarge the plans for the organization; \$10,000 has been spent already and we expect to increase this to approximately \$12,000 before the work is completed, our faith in 1932 leading us to believe that this is an opportune time to make these improvements," said J. K. McDowall, general manager of the plant. Major improvements include a new outside paint job, a new garage for the company trucks, a waterproof basement, a new roof and remodeled office quarters. New machines have been installed to utilize Mississippi grown feedstuff.—G. H. W.

## TENNESSEE

Cowan, Tenn.—A hammer mill and a 24-inch grist mill have been installed by J. N. Forgy & Bros. for making feed and table meal.

Martin, Tenn.—The Stafford Milling Co. has added the manufacture of a scratch feed to its dairy feed business, and expects soon to add a pig feed.

McKenzie, Tenn.—A new feed mill opened early this month, including grinding and mixing plant, operating under the name of the Farmers Corn Mill & Feed Co., branch of the U-Tote-'Em Grocery Co.

South Pittsburg, Tenn.—Thieves entered Bryce Bible's grist mill, Jan. 12, and carried off 20 bus. of corn. This makes the second time within three weeks that corn and meal have been stolen from the mill.

Franklin, Tenn.—The Sawyer Grain & Feed Co. is a new company opened during the first week of January, with Herman Sawyer as pres. The company will buy wheat for the Tennessee Cereal Co., of Nashville, and will install machinery for cleaning the wheat.

Memphis, Tenn.—Officers and directors of the Merchants Exchange recently elected were as follows: Pres., Harry B. McCoy; vice-pres., John M. Trenholm; directors: S. F. Clark, W. H. Jasspon, L. B. Lovitt, S. T. Pease, Sr., C. P. Reid, W. R. Smith-Vaniz, Charles B. Stout, and C. E. Coe and L. P. Cook were tied and will divide the term.

## TEXAS

Ft. Worth, Tex.—Kimbell Elvtrs. Co.; capital stock, \$25,000; incorporators: Kay Kimbell, K. K. Smith, W. L. Newsom; to maintain grain elevators, mills, compressors, etc.

Lubbock, Tex.—Universal Mills, of Ft. Worth, has opened a branch warehouse at Lubbock, to be in charge of R. C. Reed. The company's stock here will consist of poultry and livestock feed and flour.

De Leon, Tex.—Caraway & Miller have leased the Holden Bldg. and moved their feed plant into it.

Wolfe City, Tex.—The K-B Milling Co. has decreased its capital stock from \$45,000 to \$1,000, it is reported.

San Antonio, Tex.—Grain grading schools are being held this month in this vicinity, being arranged for by J. F. Shanley, chief grain inspector at this city. A very successful series of schools was held here last year, and Mr. Shanley reports a decided improvement in the quality of corn receipts, which he attributes to the work done at these schools. The most noticeable improvement in the San Antonio receipts of corn from southwestern Texas was the reduction in the mixed corn and the increase in the white class.

Sherman, Tex.—The Diamond Mill & Elvtr. Co.'s new feed mill, described in previous numbers of the Journals, is expected to be ready to operate about Feb. 1. The mill will have a capacity of about 20 cars of poultry and livestock feeds daily. Machinery for grinding cornmeal will also be located in the feed mill building, this being moved from the company's mill building in preparation for increasing the mill's flour capacity from 900 to 1,800 barrels daily. The new construction is being done by the Jones-Hettelsater Const. Co.

## UTAH

Fairview, Utah—The Fairview Poultry Ass'n has voted to build a new feed mill and grading plant rather than purchase the flour mill now being used as a feed plant.

Tremonton, Utah—It is rumored that there is a possibility that the Farmers National Grain Corp. will erect elevators at this point and at Durfey (Collinston p. o.), this county.

Salt Lake City, Utah.—The large warehouse formerly occupied by the Pacific Seed House at 161 N. 3rd W. is now devoted to the poultry and dairy feed department of the Inter-Ocean Grain Co.

Murray, Utah.—The Murray Mills, E. S. Walker, mgr., having lost its warehouse and working house by fire in December, is reported to have leased its 100,000-bu. concrete grain storage tanks to the Globe Grain & Milling Co.

Ogden, Utah—A fire, thot to have been of incendiary origin, started on the first floor of P. J. Farrell's two-story, frame grain building Sunday evening, Dec. 27, but firemen extinguished it before much damage was done. There was evidence that the floor had been saturated with oil or gasoline and a lighted match put to it.

## WISCONSIN

Hortonville, Wis.—Matt Marx has sold his interest in the elevator firm of Olk & Marx to Bernard Olk, and the business will be continued by Peter and Bernard Olk.

Independence, Wis.—The Independence Milling Co. recently installed a magnetic separator.

Tomahawk, Wis.—Herman Stuemke has sold the Tomahawk branch of the Merrill Elvtr. & Feed Store, known as the Anderson Feed Store, to his brother, William Stuemke.

Ellsworth, Wis.—The W. J. Buckner Co. has sold its elevator property to the Cope Bros. Feed Co. and has moved its implement business into the Sorenson Bldg. at East Ellsworth.

Milwaukee, Wis.—Joseph Free, who formerly operated a feed business at Columbus, Wis., has organized a company here, to be known as the Milwaukee Tallow & Grease Co., for the production of meat scraps, tankage and bone meal.

Milwaukee, Wis.—The concrete work is completed on the new 1,000,000-bu. storage annex for the Froedtert Grain & Malting Co. Machinery is being installed and the plant will be turned over to the owners by the Stevens Engineering Co. Mar. 1.

Milwaukee, Wis.—John J. Flemming, a well-known buyer in the Milwaukee grain market until his retirement 25 years ago, died in St. Joseph's Home for the Aged, this city, on Jan. 6, at the age of 83 years. Mr. Flemming, who had been a resident of this city for 50 years, is survived by two sons and four married daughters.

## WYOMING

Greybull, Wyo.—The Greybull Elvtr. Co. has bot the entire stock, business and goodwill of the Greybull Feed Store, owned and operated for the past 10 years by Ed Shoemaker.

**You cannot read the farmer's tragic story and blame him for seeing red when he suddenly becomes cognizant of the bungling of the Farm Board.**—Delavan, Ill., Times.

## America at the Crossroads

By B. W. Snow, Chicago, Before Grain Dealers at Indianapolis

This depression is world-wide and each country has a different problem. If each could solve its own problem then the world depression would vanish. But we are all in the same boat and must sink or swim together.

The peculiar situation in this country is that we are the only country in which hunger exists while at the same time the granaries are bursting with food for which the farmer has no profitable sale. Labor is walking the streets, shivering in anticipating of winter's blasts, while warehouses and merchants are crowded with the products of labor for which there is no sale.

This country has all of the material wealth it has ever had. It possesses more than one-half the gold of the world. But men's minds are haunted with fear and that fear is of the misused power of government as shown by governmental competition and destructive regulation of private business, and by the mounting costs of governmental operation which now absorbs more than one-fourth of the productive capacity of the people in the form of taxation. No country and no government can endure that absorbs from non-productive purposes such a percentage of human labor.

The cost of all forms of government has increased five times since 1913-1928, and unless there comes a recognition of the fact that the federal government must extensively curtail we are headed for a financial crash of the credit of the federal government exactly as the states and municipalities all over the country have experienced in the past year.

# FORT WORTH

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Try any of these Grain and Cotton Exchange Members:

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Grain, Provisions, Stocks

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**Transit Grain & Commission Co.**  
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**Rosenbaum Grain Corp.**  
Cash and Futures



# Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

**Personal Injury.**—Death of employee, stripping June grass, struck by lightning while taking shelter from thunderstorm, held result of hazard substantially increased by employment (St. 1929, § 102.01 et seq.).—*Nebraska Seed Co. v. Industrial Commission*. Supreme Court of Wisconsin. 239 N. W. 432.

**Acceptance of Shipment.**—Paying draft attached to B/L on first shipment of flour held not acceptance of that shipment or all specified in contract, when acceptance was contingent upon a baking test of the shipment.—*Wm. Kelly Milling Co. v. Strand Baking Co.* Supreme Court of Iowa. 239 N. W. 568.

**Side Track.**—Agreement for construction of side track and lease to railroad did not authorize railroad to construct other tracks connecting with side track for benefit of other shippers.—*F. W. Stock & Sons v. Litchfield Co-op. Shippers Ass'n.* Supreme Court of Michigan. 232 N. W. 395.

**Member's Right to Repudiate Pooling Contract.**—Co-operative tobacco ass'n's refusal of further performance of marketing contract, except on condition that grower sign supplemental contract, held material breach, justifying grower's refusal of further performance.—*Myrold v. Northern Wisconsin Co-operative Tobacco Pool.* Supreme Court of Wisconsin. 239 N. W. 422.

**Sale of Crop by Mortgagee.**—Where by his course of dealing for years mortgagor of crops has acquiesced in the sale by mortgagee of his grain crops stored in an elevator by mortgagor can not recover payments made by the elevator company to the mortgagee.—*Coan v. Plaza Equity Elevator Co.* Supreme Court of North Dakota. 239 N. W. 620.

**Limitation of Carrier's Liability.**—The clause limiting carrier's liability to specified amount, unless larger value should be declared, and freight calculated in consideration of larger value, was void, since shipper's declaration of larger value than the limited sum would give only such right to damage for market value as would in any event result from negligence in shipment, so that there was no choice of rates and no consideration for shipper's promise to take less under limitation.—*Magid v. Compagnie Generale Transatlantique.* Supreme Court of New York. 253 N. Y. Supp. 1.

**Doing Business in State.**—Respecting suitability, foreign corporation having no office, warehouse, or goods within state, and selling flour to domestic trade directly or through broker, held not "doing business" therein. Acts of broker in calling on dissatisfied domestic buyer at corporation's request and in obtaining, preparing, and mailing samples of flour complained of to corporation, were merely incident to and part of its interstate business, and summons served on broker gave no personal jurisdiction over corporation.—*Watson-Higgins Milling Co. v. St. Paul Milling Co.* Supreme Court of Michigan. 239 N. W. 295.

**Arbitration.**—Arbitrators' or appraisers' award, provided for in fire insurance policy and agreement of submission, cannot be set aside, except for actual fraud or deception or mistake which is not mere mistake of judgment. Honest mistake of judgment in arbitrators' conclusion not exceeding bounds of submission generally is not ground for im-

peachment of award. Mistake, to avoid arbitrators' award, must be plain and palpable, such as erroneous computation of amount.—*Patriotic Order Sons of America Hall Ass'n v. Hartford Fire Ins. Co.* Supreme Court of Pennsylvania. 157 Atl. 259.

## Defend Claim to be Millers

Five Nashville firms have petitioned the U. S. Circuit Court of Appeals at Cincinnati to review the ruling by the Federal Trade Commission denying them the designation of millers.

The petitioners are J. V. Johnson, doing business as Tennessee Grain Co. and Tennessee Milling Co.; Nashville Roller Mills, Snell Milling Co., E. C. Faircloth, Jr., et al., as Cherokee Mills, and J. A. Wells et al., as State Co. and Myracle Milling Co., all of Nashville, Tenn.

The Commission's findings were to the effect that respondents were engaged in the business of buying flour from concerns grinding wheat into flour, mixing such flours (in some instances adding phosphate, and, in others, salt, soda and phosphate), packing the flour in bags under brands of their respective trade names, and selling it to dealers located in various states as self-rising flour; and that their use of the names referred to and their representations that they were manufacturers of flour tended to and did divert trade to respondents from concerns actually grinding wheat into flour. The order directed them to cease and desist from selling flour in interstate commerce under any name including the words "Milling Company."

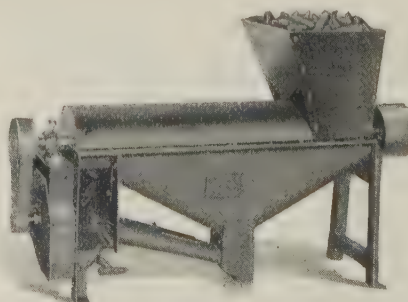
## New Roller Bearing Corn Sheller

A new model Triumph Corn Sheller having several radical improvements has been brought out. Tapered roller bearings are used thruout, saving 25% in power. The fan has been improved to give more suction.

Practically all castings have been replaced by electric welded steel and the new model is sturdier than before, even tho it now weighs somewhat less.

The housing of the new sheller is split so that the top half can be lifted off to give quick access to all working parts. Like all preceding models the new roller bearing Triumph Sheller not only shells, but also separates the corn from the cob and cleans the shelled corn by suction.

The new model is a worthy successor of the sheller the C. O. Bartlett & Snow Co. has been building since 1895.



Style A, Stands on the Floor

## Suit to Enforce Arbitration Award

The Farmers Co-operative Co. of Ade, Brook, Ind., filed suit Dec. 29, in the circuit court at Grand Rapids, Mich., against the Henderson Milling Co., to enforce an award of the arbitration com'tee of the Grain and Feed Dealers National Ass'n, which was published on page 540 of the Grain & Feed Journals for Nov. 11.

Judgment is asked for \$3,123.72, with interest since Sept. 11.

## Insurance Notes

**The Grass Fire Problem** outlines tested methods of combating grass and brush fires in a brochure by the National Fire Protection Ass'n. In different cities the grass and brush fires range from 5 to 41 per cent of the total number of fires. Grass fires occur during certain seasons only (in spring after snows have melted and before vegetation has turned green; in the late fall and during "open" winters). They occur only on dry days. By watching weather predictions it is possible to very accurately determine whether or not grass fires are going to occur on any given day. They occur in closely grouped localities and in the same parts of the city year after year. They occur in the daytime and most frequently from noon to five o'clock.

## Large Hose Too Much for One Man

Two or three men are required to handle the 2 to 3 inch standard hose installed in most of the terminal elevators about the country, as fire fighting equipment, according to Phil Grotevant, Port Arthur, Tex., at the last meeting of the Society of Grain Elevator Superintendents. One man, alone in the elevator, such as the night watchman, would hesitate to try holding it and would probably be unsuccessful if he tried.

Elevator superintendents generally concurred in this opinion. H. W. Feemster, Baltimore, Md., felt that a watchman would handle a 1 to 1½ inch hose without trouble and be able to stop ordinary conflagrations before they became serious.

The discussion led to a move by C. W. Riley, Kansas City, Mo., seconded and unanimously adopted, that the organization recommend having smaller hoses cut into the standard 2½ inch pipe lines, leaving the standard hose system for fire fighting when the full working force was on the job, but providing smaller hose for the use of night watchmen and one-man emergencies.

Mr. Emmons, Houston, Tex., suggested careful education of elevator crews to fight fire so as to cause the least possible loss from damage to bins of grain and other of the building contents, the carelessness of professional firemen having been a serious cause of preventable loss in many of the fires that have broken out.

Thoughts, good for an elevator superintendent to think about, for his management to consider.



Style B, Hangs Under the Floor

New Roller Bearing Corn Sheller



## Destruction by Rodents Equals Farm Board Fund

Figures developed by the U. S. Chamber of Commerce demonstrate that rats do \$500,000,000 worth of damage annually, an amount equal to the revolving fund of the Farm Board, that fades into nothing annually, a depredation that is followed only by the disease and infections harbored in the bodies of scavengers that do not confine their efforts to scavenging, as \$500,000,000 has been only part of the cost of the Farm Board, which has brought with it further untold suffering to taxpayers of grain producing regions thru low prices that have followed piling up of surpluses.

National figures never portray the situation as clearly as individual cases, but based on the generous estimate of 125,000,000 people in these United States the rat damage constitutes a tax of \$4 on each man, woman and child in the country every year, they cost each person \$1 every 3 months.

Rats have been a grave menace in many sections of the country, especially where foodstuffs are plentiful, as in grain elevators and hen houses. But nowhere has the menace been greater than at Riker's Island, New York, a largely artificial island of 400 acres created by dumping of rubbish from New York City. It harbors a municipal farm, including hogs and poultry, and a prison. In this outstanding case, where plenty of food was always available and the burning dumps kept the rat burrows warm, the rodents bred freely, and soon raised the rat population of the island to over 2,000,000.

The island is honeycombed with their burrows, and the favorable conditions permitted many of the rats to grow to hoary old age, so that the fatter ones reached weights of four pounds and over. They became so bold that dogs, imported to protect the municipal farm property, were sent scurrying for cover with their tails between their legs, pigs in the municipal piggery suffered death from Trichinosis, caused by the bites of rats, eggs and baby chicks disappeared as fast as they came into being. Even the prison trustees, going about the island, were forced to carry clubs to protect themselves from the pests and the prison wardens and officials practiced marksmanship on the selection of rodent targets that were always present.

Gas was tried in the war on rats, but it made no perceptible dent in the rat population. Traps and guns could not cope with the situation. Wholesale poisoning was the only answer. So the city spent \$20,000 in an 8 months' contract with a modern Pied Piper who promised to commit wanton damage among the pests.

The modern Pied Piper used baits, poisoned with red squill, flavored with anise. The baits were small bits of bread, and the handling was done with spoons and metal containers to avoid scenting them from contact with human hands that might cause the rats to be on their guard. These were scattered in the pig pens, hen houses, granaries and other badly infested places in the island, possible because red squill is harmless to other life than rodents. They achieved the greatest measures of success in controlling the situation. As many as 3,500 rats were killed in a day.

The anise in the poisoned bait was part of the reason of course. Rats love it, taking the baits so flavored in preference to the safe foods with which they are familiar. Racing for air and water, they died in the open, strangling from paralysis of lung muscles, induced by the red squill.

The effects of red squill have been tested by a number of cities suffering from a rat problem. In St. Louis the bacteriological laboratories of the City Health Department tried it out on two white rats, three gray

rats, a cat, two chickens, two pigeons and two monkeys. Only the rats showed ill effects, the two white ones dying within a few hours, the gray ones lasting a few hours more because they partook more sparingly of the poisoned food. The cat, the chickens, pigeons and monkeys, having the ability to throw off the poison thru vomiting, showed no ill effects. Rats and mice cannot vomit.

Because red squill has no ill effects on other than rodent life it receives the approval of the U. S. Department of Agriculture. James Silver, leader of the Eastern Rodent Control District, in the Bureau of Biological Survey, says: "It will always be necessary to take direct steps to destroy these pests. Science has made notable progress in recent years in perfecting methods of operation. The recent discovery of red squill as a control agent is undoubtedly the most important of these. Red squill is of particular interest in that it has proven to be an effective raticide and accomplishes its purpose without greatly endangering human beings and other animal life. Poisoning is without question the most efficient way of destroying rats and red squill has removed the chief objection to the use of poison."

## Books Received

**NAMES OF COMMON CARRIERS** is a complete list of all operating in the United States, compiled by the Interstate Commerce Commission in a pamphlet of 43 pages.

**ANNUAL REPORT** of the Interstate Commerce Commission for 1931 is a very complete account of its many activities, summarizing cases decided, and points decided in rate cases. Cloth, 380 pages, 85c.

**WEEKLY INDEMNITIES EXPLAINED** is a practical exposition containing data on their use and costs and methods of trading against them, by O. S. Nickels, weekly indemnity specialist and member of the Board of Trade, who will send copies on application to him at 332 So. La Salle street, Chicago.

**SHORT SELLING and Liquidation** is the first attempt by officials of the exchanges to explain adequately the necessity for short sales on exchanges to maintain an open market. This pamphlet contains the address by Richard Whitney, president of the New York Stock Exchange, before the Syracuse Chamber of Commerce, and most timely in view of the coming investigation by Congress of short selling. Paper, 15 pages.

**EFFECT OF HYDROCYANIC ACID GAS** on commodities is exhaustively covered in a compilation of authoritative references from 19 different sources, making it clear that this superior insecticide is not held in foods in quantities sufficient to be toxic, does not injure seeds for planting, does not injure warehouse equipment, is not injurious to the most delicate fabrics, does not tarnish metals and leaves no odor. Copies are free on request to the compilers, the Roessler & Hasslacher Chemical Co., Niagara Falls, N. Y.

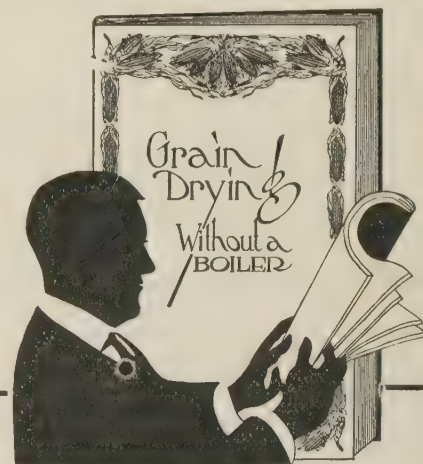
**ALFALFA**, by E. W. Braun, a contribution from the Giannini Foundation of Agricultural Economics, outlines the relationship between alfalfa and dairy production in California distribution, the two being interdependent. Altho shipping of the crop is done in some instances, where water transportation to the east coast makes this profitable, most of the alfalfa grown is consumed in the county where it is raised, supplying the demands of dairy cows and the beef and sheep feeding industries. The bulletin covers production, utilization, receipts and shipments in the state, comparable prices at Kansas City and San Francisco, as well as other points in California, and a quantitative analysis of the principal factors affecting prices. Well filled with tables, charts and graphs. Bulletin 521, University of California, Berkeley, Cal. Free.

## Calendars Received

**Lederer Bros.**, Baltimore, Md., have supplied their many friends and customers with a handsome little desk calendar that has a page for the six working days of every week. Its last page shows a complete calendar for 1932, and for the first half of 1933.

**Transit Grain & Commission Co.**, Fort Worth, Tex., and **Henneman Grain & Seed Co.**, Amarillo, Tex., have combined in supplying their friends and customers with a large wall calendar, showing the three current months on each of its 12 sheets. At the top of each sheet are the official U. S. grain standards in 8 and 10 point type, a handy feature.

The Canadian Wheat Pool has been dissolved owing the Prairie provinces \$25,000,000. Our Farm Board has lost over half of its revolving fund. How long will the wheat growers stand this racket?



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## GRAIN DRYING

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Toledo, Ohio, U. S. A.



# Field Seeds

**Clovis, N. M.**—Will H. Pattison passed away on Jan. 4. The Will H. Pattison Seed Co. is expected to be discontinued.

**Rocky Ford, Colo.**—A growing station and branch office of the Continental Seed Co., in charge of Fred S. Guelf, is being established here.

**Salina, Kan.**—Charles Henning, of the Salina Seed Co., has purchased the Baber Feed & Seed Co. properties and has taken charge. Mr. Baber expects to move to Missouri.

**The Florida** sharper who has been trying to buy western seed in car load lots and have it shipped open so as to avoid having money tied up by a bank failure is still trying to find a credulous seller.

**Toledo, O.**—Installation of a railroad spur track on Tecumseh Street for the S. W. Flower Co., wholesale seed and grain merchants, is proposed to enable the company to handle its increased business.

**Harlingen, Tex.**—Valley Feed Mills has been organized with J. F. Plangman as pres., to do a jobbing business in field and garden seeds, and manufacture feeds. The pres. was formerly associated with Sherman Seed Co.

**Augusta, Maine.**—Brands of fertilizer to the number of 241 were analyzed by the Maine Agricultural Experiment Station during 1931. Results showed mixed goods guaranties were fairly well met, no serious deficiencies being found in any plant food. A list of fertilizer materials is included in the report.

**College Station, Tex.**—Total sales of fertilizer in Texas for 1930-31 were 64,424 tons, compared with 138,917 tons the year before and 187,215 tons two years before—all exclusive of cottonseed meal sold as feed but used for fertilizer. Practically all sales of mixed fertilizers were confined to about 20 analyses. Costs of fertilizer have been reduced.

**Lafayette, Ind.**—State Seed Commissioner H. P. Kraybill has sent a letter to wholesale seed dealers, reminding them the state law requires that origin be shown on the clover and alfalfa seed offered for sale in

Indiana and suggesting they do not offer Oregon grown clover seed and southwestern alfalfa seed due to its inability to withstand ordinary Indiana winters.

**Bristol, Pa.**—Jonathan E. W. Tracy, long associated with D. Landreth Seed Co., passed away on Jan. 14. He was a son of Prof. W. W. Tracy of the U. S. D. A., and for several years was himself associated with the department, making trips to California, Alaska, Africa and other widely separated sections in its interests. He is survived by his widow, 3 children, and 2 brothers. Interment was at Chatham, N. J.

**Cambridge, N. Y.**—Jerome B. Rice Seed Co. passed into the friendly temporary receivership of David G. Ashton and Spencer B. Eddy, on Jan. 2. Both receivers are stockholders and business will be done as usual. The banking situation, making borrowings for crop movement difficult, was given as the reason, altho assets far exceed liabilities.

**Grand Forks, N. D.**—Reduced rates on grain for seeding in drouth areas have been announced by the Great Northern, Northern Pacific and Soo Line roads as allowance of two-thirds the single line rate and two-thirds of each line's rates on joint traffic, with free transit at Grand Forks and Fargo. These reductions have already been effected on intrastate traffic, and the interstate commerce commission has been petitioned for application on interstate traffic.

**Lafayette, Ind.**—The annual meeting of the Indiana Corn Growers Ass'n was held here on Jan. 11. At the banquet Ed Lux, winner of the 1931 International Corn King title, was placed in honored position, and samples from his seed fields, and from those of Churchill Barr, Reserve Champion of the World, were awarded outstanding Indiana corn growers. Leading the Indiana group of champions was Herman Pankop of DeKalb county, who produced 156.2 bus. per acre in the 5-acre corn growers test during the past season.

## Imports and Exports of Seeds

Imports and exports of seeds for November, compared with November, 1930, and for the 11 months ending November, are reported by the Bureau of Foreign and Domestic Commerce, in lbs., as follows:

	IMPORTS			
	1931	1930	11 mos. ended Nov. 1931	1930
Alfalfa	34,440	33,300	132,530	359,973
Red clover	.....	.....	1,947,042	1,743,581
Alsike	.....	.....	94,428	4,197,554
Crim. clover	.....	32,325	1,890,445	3,472,193
Other clover	36,222	121,839	502,883	1,153,390
Vetch	32,619	88,308	3,113,725	2,304,769
Grass	388,930	708,864	5,328,248	5,012,873
	EXPORTS			
	1931	1930	11 mos. ended Nov. 1931	1930
Alfalfa	8,782	44,407	135,553	830,518
Red clover	8,064	37,966	644,681	414,424
Other clover	23,276	65,958	255,781	681,511
Timothy	1,426,479	1,126,602	9,262,808	14,139,946
Other grass	.....	.....	.....	.....
seeds	1,112,845	697,097	4,246,055	5,585,525
Other field seeds	5,792	17,809	1,219,047	2,189,611

## ED. F. MANGELSDORF & BRO.

Buyers and sellers of  
Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri

## American Seed Trade Ass'n Will Meet in Chicago in June

The annual convention of the American Seed Trade Ass'n will be held at the Sherman Hotel, Chicago, Ill., June 21, 22 and 23, according to the decision of the organization's executive com'tee, meeting at the same place on Jan. 12.

The regular meeting of the Farm & Grass Seed Group will be held in conjunction with this convention on the first day, June 21. Sentiment at this group's mid-winter meeting January 11, strongly favored Chicago for the annual convention.

Chicago was also tentatively decided upon as the meeting place for the ass'n's annual convention in 1933, because the Century of Progress will be under way at that time, and convention arrangements must be made a long time ahead.

## Pacific States Seedsmen's Meeting

The Pacific States Seedsmen's Ass'n will hold its annual convention in San Francisco on May 30th, and June 1st, writes John O. Knox, Stockton, Cal., sec'y-treas.

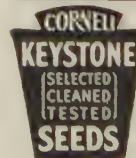
The hotel headquarters will be decided on and the program arranged, at an early meeting of the officers and directors.

## Wisconsin Seed Dealers Look for Satisfactory Business

Delegates to the annual meeting of the Wisconsin Seed Dealers Ass'n, held at the Milwaukee Athletic Club, Milwaukee, Jan. 6, expressed faith in the prospective spring seed business. More gardens in suburban sections, and plantings of field seeds on the farms is expected to keep business up to normal. Hidden assets are expected to appear for farm purchases.

Officers elected for the ensuing year are: Lawrence Teweles, Milwaukee, pres.; R. H. Lang, Madison, vice-pres.; G. H. Hunkel, Milwaukee, sec'y-treas.

A meeting of the Seed Council of Wisconsin at the same place on the following day, re-elected all officers. They are: A. L. Stone, University of Wisconsin, pres.; F. W. Kellogg, Milwaukee, vice-pres.; E. D. Holden, University of Wisconsin, sec'y-treas.



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FIELD SEEDS  
BUYERS & SELLERS  
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CRAWFORDSVILLE, IND.  
GRAIN  
Clover and Timothy Seeds  
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## Directory

### Grass and Field Seed Dealers

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### CRAWFORDSVILLE, IND.

Orabbs, Reynolds, Taylor Co., clover, timothy.

#### KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

#### LOUISVILLE, KY.

Louisville Seed Co., seed merchants.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

#### PHOENIX, ARIZ.

Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.

#### ST. LOUIS, MO.

Cornell Seed Co., field seed merchants.

Mangelsdorf & Bros., Ed. F., wholesale field seeds.

#### SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

#### WICHITA, KAN.

Ross Seed Co., Kansas Grown Alfalfa.



### Improved Seed Brings Cheaper and Better Corn

The cost of producing corn can be reduced as much as ten cents a bushel by better selection and care of seed. Improved seed not only will bring higher yields and a higher proportion of sound and marketable corn, but will also bring better prices for the resulting crop because of better grade, says J. C. Hackleman, of the University of Illinois extension service.

Farmers in more than 75 counties of Illinois during the past 7 years have reduced the amount of unsound or diseased corn in their fields and increased their yields of sound corn approximately 6 bushels an acre. This cut 5 cents a bushel off the cost of producing the corn. These farmers used more care in field selection and culling of seed.

Records on 618 fields in the Bloomington area for 1929 show farmers who selected their seed corn from standing stalks in the field produced 47.7 bus. an acre. This was 5.3 bushels more than the yield obtained when seed was selected from the crib. The following season, 1930, 475 field records showed that the yield from field-selected seed was 36.9 bus. an acre, or 5.1 bus. an acre more than the yields from crib selected seed. This difference in yields was enough to reduce the cost of production 6.4 cents a bushel in 1929 and 10.6 cents in 1930.

Many fields of high fertility are not producing as they should because inferior or disease-susceptible seed corn is being planted on them. Good strains of corn often are prevented from producing maximum yields because of the failure to select the best seed from standing stalks in the field.

Proper storage of good seed corn is a profit producer. Bloomington area seed corn selected early and kept from freezing, produced 49.9 bus. an acre on well-treated soils as an average for 1929 and 1930. Unprotected seed from the same soil type grew only 44.2 bus. of corn an acre, a loss of 5.7 bus. On fairly well-treated soils in the same

area, seed corn which had not been allowed to freeze produced 45.5 bus. while that which had frozen grew only 42.7 bus. an acre, a difference of 2.8 bus. in favor of the better seed.

### "Better Grain" Train Touring Northwest

The Northwest Crop Improvement Ass'n, the grain grading department of the Minneapolis office of the U. S. Department of Agriculture, and the agricultural colleges of North and South Dakota, are co-operating with the Soo Line railroad in operation of a "better grain" demonstration train touring the railroad's lines in North and South Dakota, Jan. 25 to Feb. 18, inclusive.

South Dakota towns on the train's schedule are Rosholt, Veblen and Roslyn; North Dakota towns are Enderlin, Fairmount, Forman, Kulm, Wishek, Napoleon, Moffit, Bismarck, Max, Drake, Fessenden, Carrington, Jamestown, Wimbledon, Ardoch, Fordville, and Devils Lake; Minnesota will enjoy one stop, Warren.

Education of farmers as well as elevator men to the needs of milling trades and interesting them in the development of grains, and qualities that bring the highest market return, is the purpose of the trip. H. R. Sumner, sec'y of the Northwest Crop Improvement Ass'n, expresses himself thus:

Our mills need quality grains and we find elevator operators anxious and able to pay top prices for quality grain. But we find many farmers do not understand market demands for barley, wheat and other grains. For example, some do not know that Manchuria or Velvet types of barley will bring 15 to 20 cents more on the Minneapolis market than straight lots of Trebi or Trebi mixtures.

W. P. Carroll of the Chicago office of Federal Grain Supervision, and M. J. Johnson of the Minneapolis office, will ride with the train. To Mr. Sumner's comments Mr. Carroll adds:

We find many elevator men as well as farmers who do not understand just how and why grain is graded. We believe farmers should know the class of wheat they are growing. They should know, for example, that if there is more than 10% of red durum in durum that the entire lot will grade red durum and receive the red durum price. With information received at these meetings farmers and grain dealers should be in a better position to deliver grains of the most desirable types.

### Mangelsdorf Heads St. Louis Exchange

The election of Ed. F. Mangelsdorf to the presidency of the St. Louis Merchants Exchange, places a seed man in the highest position the exchange has to offer, and is an expression of confidence in the business ability of the new leader.

Mr. Mangelsdorf was born in Ellinwood, Kan., and entered the seed business in the Sunflower state a quarter of a century ago. In 1919 he came to St. Louis and with his brother, Albert H. Mangelsdorf, established the present firm of Ed. F. Mangelsdorf & Bro. He became a member of the Merchants Exchange at that time and has been a prominent worker in its interests ever since.

"We cannot hope to strengthen our business," said the new Pres., addressing the Exchange members in annual meeting, "without getting down to work on a sound, economic and aggressive basis. Profitable orders in the grain business, as well as in other businesses, are elusive, and we cannot sit by and bemoan our fate. We must make earnest efforts to capture the business that is available. . . . We can take comfort in knowing our country has the same natural resources, the same fields, the same streams, the same sunshine which created the wealth and satisfaction of the past."

### Cold and Wilt Resistance to be Measured in Alfalfa

Means for determining the cold resistance of individual alfalfa plants, and measuring the wilt resistance of strains have been developed by the Wisconsin Experiment Station.

This is expected to open the way for development of varieties better able to cope with bacterial wilt and other diseases, and survive the rigors of Wisconsin winters. Wisconsin growers also hope it will develop varieties which will produce seed under the humid growing conditions normal in the state.

### Canadian Agronomists Urge Changing from Garnet to Reward Wheats

Agronomists in the three prairie provinces, Manitoba, Saskatchewan, and Alberta, agree that Garnet wheat can be replaced by "Reward," which is claimed to have better milling qualities, and ripens quickly at an early season. Because cheap seed wheat is available this year they are advising wheat growers to shift varieties.

Garnet is grown by an increasing number of farmers in prairie provinces, and a sufficient quantity is now produced to insure volume for the Winnipeg market should separate grades be initiated for it, as is now under consideration by the Winnipeg Grain Exchange, and the Dominion Board of Grain Commissioners, in company with the Dominion Minister of Agriculture, and the Dominion Cerealists. Such separate grades were recommended by the Western Grain Standards Board at its last meeting. Decision will be made definitely before the end of February.

In the 1930-31 season the quantity inspected was over 45,000,000 bus. Last season the Garnet growing sections enjoyed a heavy crop so the volume is expected to be more, altho final figures are not available.



Ed. F. Mangelsdorf, St. Louis, Pres.-Elect of the St. Louis Merchants Exchange

**Courteen**  
**Seed Co.**  
 Established 1892  
**Milwaukee**

TRADE MARK  
**COURT**  
FINEST QUALITY

**Specialize in**

**ALL**  
**CLOVERS**  
**TIMOTHY**  
 and  
**ALFALFA**

*Your Offers and  
 Inquiries Solicited*



## Grain Carriers

**Loadings** of grain and grain products during the week ending Dec. 26 were 23,959 cars, against 32,693 during the like week of 1931.

**New York, N. Y.**—The New York Board of Trade on Jan. 13 adopted a resolution calling upon Congress to authorize the Interstate Commerce Commission to regulate highway and all other forms of transportation, to minimize their competition with the railroads.

**Washington, D. C.**—At the request of the railroad companies Jan. 13 the Interstate Commerce Commission arranged a conference for Jan. 15 as to the best method for expeditiously making effective the increased rates made possible by the Supreme Court decision on Docket 17000. Difficulties in the way of restoration of the old grain rates are found in the objections by the Red Star Milling Co., Wichita, Kan., and the Ogden Grain Exchange, Ogden, Utah, whose complaints had been merged in the general inquiry.

The Interstate Commerce Commission on Jan. 15 ordered that all carriers and their duly authorized agents are hereby authorized to publish and file with the Commission supplements to or reissues of their respective schedules, such schedules to establish, effective upon not less than one day's notice, routing in tariffs as provided either in plan (2) of Rule 4(k) of Tariff Circular No. 20, or as provided in the next succeeding paragraph hereof, provided that such routing statement does not include geographical or other restrictions which may be effected only upon statutory notice. This special permission expires Feb. 15.

**Washington, D. C.**—The Interstate Commerce Commission on Jan. 23 authorized the Western railroads to restore freight rates on grain that were ordered lowered Aug. 1, on 10 days' notice.

**Washington, D. C.**—R. C. Fulbright, Houston, Tex., representing the National Industrial Traffic League, appeared before the House Interstate Commerce Committee this month, urging repeal of the recapture provisions of the 1920 Transportation Act. Recapturing earnings of more than 5¼% from the railroads, by the Interstate Commerce Commission, has "proved a snare to shippers and a delusion to carriers," he declared. Commissioner Eastman also has spoken in favor of repeal.

**Kansas City, Mo.**—Southwestern shippers and farmers organizations have moved for re-opening of the western grain rate case, to set aside the recent ruling of the U. S. Supreme Court, which ordered set aside the new rates effected under order of the Interstate Commerce Commission, particularly on agricultural commodities, last Aug. 1. Eight Kansas farm organizations have taken the initiative and are expected to be joined by the Kansas Public Service Commission, the Utah Shippers Traffic Ass'n and other ass'ns in Nebraska and Oklahoma.

An injunction against truckmen was petitioned for by the Utah-Idaho Central R.R. in the second district court at Ogden last week. The railroad charges that its property is menaced by truck line operators who compete as common carriers without having procured certificates of convenience and necessity. The complaint is that the truckers carry freight at rates lower than the rates fixed by the Public Utility Commission and the railroad asks costs and damages. No state can in fairness attempt to regulate one means of transportation and not its competing lines.

**Examiners** W. J. Koebel and P. O. Paulson of the Interstate Commerce Commission have been holding hearings at Chicago on the proposal by the shipping companies to widen the differential between lake and lake and rail shipments, to prevent the diversion of traffic to the railroads.

### Decisions and New Complaints

Before the Interstate Commerce Commission:

**No. 24966.** Climax Roller Mills, Shelbyville, Ky., v. L. & N. R. R., against 11½ cents charge on cars of grain originating in Missouri, between Louisville and Shelbyville.

**No. 22859.** Northern Oats Co. v. A. T. & S. F. et al. By division 2. Dismissed. Rates; oats, Iowa, Minnesota, and the Dakotas, milled in transit at Minneapolis, into oat groats and reshipped to destinations in Pacific coast territory, applicable and not unreasonable or otherwise unlawful. Transit charge collected on certain shipments not unreasonable or unduly prejudicial, and failure to accord transit at joint thru rates from a part of the origin territory not unlawful.

**I. and S. No. 3635.** feed from the Twin Cities to points on C. M. St. P. & P. and connections. By the Commission, division 3. Found justified proposed cancellation of commodity rates and the application in lieu thereof of class rates on mineral live stock or poultry feed, from Minneapolis, Minnesota Transfer and St. Paul, Minn., to certain destinations in Iowa, Michigan, Nebraska, North Dakota, South Dakota and Wisconsin. The order of suspension has been vacated as of Jan. 18 and the proceeding has been discontinued. The Commission said any fourth section violations resulting from the cancellation of the commodity rates should be corrected promptly, and that this could be accomplished by the publication of an appropriate intermediate rule in the applicable tariffs.



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CONTINENTAL ELEVATOR, operated by Continental Elevator Co., Kansas City, Mo.

*Hess Driers Are Patented.  
We Do Not Infringe Patents of Others.  
We Guarantee This.*

## KANSAS CITY 1930 HESS DIRECT HEAT DRIER Eagle Elevator

Operated by Vanderslice-Lynds Co.

## KANSAS CITY 1931 HESS DIRECT HEAT DRIER Continental Elevator

Operated by Continental Elevator Co.

## KANSAS CITY 1931 HESS DIRECT HEAT DRIER

Rock Island Terminal Elevators operated  
by Simonds Shields Lonsdale Grain Co.

*The Satisfaction and Service Given by Hess Driers  
Has Always Been the Source of Our Business*

WRITE US

HESS WARMING & VENTILATING CO.  
1211 SOUTH WESTERN AVENUE  
CHICAGO, ILLINOIS

HESS DRIER CO. OF CANADA, LTD.  
68 Higgins Avenue, Winnipeg, Manitoba



# Feedstuffs

**Syracuse, N. Y.**—The New York State Hay & Grain Dealers Ass'n plans holding its convention here at the same time the Eastern Federation of Feed Merchants meets, Feb. 23-24. Joint sessions are being planned.

**Des Moines, Ia.**—Charles E. Lynde, receiver for the Portable Milling Co. (see Grain & Feed Journals, Jan. 13, pg. 43), filing a recapitulation of the company's finances showed assets of \$536,699.14 and liabilities of \$436,967.38.

**Milwaukee, Wis.**—The Milwaukee Tallow & Grease Co. has been organized by Joe Free, formerly a feed dealer at Columbus, Wis., to manufacture meat scraps, bone meal, tankage and other animal by-products used in the feeding industry.

**Morrisville, N. Y.**—Feed dealers of Madison county have organized a district ass'n under the leadership of Frank H. Mayer, Jr., Oneida, who was made pres., to work under the state leadership of the Eastern Federation of Feed Merchants.

**New Brunswick, N. J.**—The state feed-stuffs law has been amended transferring the duties of the state chemist to the state tax commissioner, and communications regarding registration should now be directed to the latter here.

**Minneapolis, Minn.**—Consumers of linseed oil meal will find that interior mills now have comparatively limited quantities for disposal. We are certain to see an actual shortage of linseed meal before the new domestic flax crop is harvested.—Archer-Daniels-Midland Co.

**St. Louis, Mo.**—"Anheuser-Busch Feeds" is a booklet being distributed by Anheuser-Busch's grain and feed department. It discusses corn gluten feed, brewers' dried grains, malt sprouts, corn oil cake meal, and gives a large number of formulae for dairy feeding (with or without molasses), and poultry laying and fattening mashers.

**Minneapolis, Minn.**—Northwestern feed distributors, brokers, manufacturers and ingredient men held a dinner at the Nicollet Hotel Friday evening, Jan. 22, termed a "glad and hilarious reunion of the survivors of 1931," whereat good cheer was at a premium. Prizes were given for the greatest evidence of optimism.

**Eau Claire, Wis.**—A special grievance com'tee has been appointed by Pres. S. E. St. John of the Central Retail Feed Ass'n,

composed of R. P. Guptill, Genoa City; Walter F. Uebele, Burlington; and Joe Huenink, Baldwin. Its duty is to hear and settle all grievances submitted to it by ass'n members, tho such submission is not compulsory. Among the common complaints is direct selling to farmers by wholesale manufacturers, millers and jobbers.

**Investigation** of the activities of state and federal employes in selling feeds, seeds and other merchandise commonly handled by feed dealers, is under way by the Eastern Federation of Feed Merchants. Ass'n officials contend such sales as are fostered thru lectures and government printed matter is a violation of the law giving these employes jobs. Definite examples of such disobedience are being sought.

**Orono, Maine.**—Analysis by the Maine Agricultural Experiment Station, of commercial feeding stuffs during the season 1930-31 showed 695 samples to have been collected and analyzed, determining protein, fat, and fiber on vegetable feeds and protein and fat on animal by-products. Comparatively few samples fell below guaranties, many materially exceeding the amounts claimed. Many of the high-protein samples carried from 2% to 5% more than the guaranty.

**Washington, D. C., Jan. 12.**—Cottonseed crushed by mills during the last six months of 1931 amounted to 2,957,967 tons, compared with 3,135,430 tons during the like period in 1930. The Dec. 31 tonnage on hand by mills was sharply increased, being 1,400,325 tons, against 991,464 tons the year before. Cake and meal production for the period was 1,324,769 tons compared 1,414,535 tons in the 1930 period. Exports increased during the 4 months ending Nov. 30, being 109,739 tons, compared with 8,188 tons for the same period in 1930.—U. S. Department of Commerce.

A combination of alfalfa meal, molasses, and corn is used in the large scale feeding operations of the Burley Feed Manufacturing Co. at Burley, Ida., feeding 40,000 to 45,000 lbs. of the mixture daily to 14,000 lambs being fattened for market in the feed lots adjoining its plant. Hay is being ground at the rate of 25 tons daily. With this is mixed 15% molasses. The percentage of corn varies with the age and degree of fatness of the lambs, running from 10% at the beginning of feeding to 40% during the finishing period.

More than one way to keep grinding equipment busy.

**St. Joseph, Mo.**—Feed grinding and mixing concerns reported 1,058,000 bus. of grain received by them in 1931 and 898,100 bus. ground. Figures for 1930 were 2,280,000 and 2,115,000 bus. respectively. Feed mills produced a total of 111,000 tons of feed during 1931, compared to 112,150 tons in 1930. Feed shipped amounted to 91,745 tons compared to 117,625 last year. Wheat, corn and oats mills reported the production of 48,692 tons of feed in 1931, which added to other production of feeds made a total of 159,692 tons produced in this market compared to 167,932 tons in 1930. Total tons of feed shipped in 1931 amounted to 146,457 versus 174,354 tons in 1930.—N. K. Thomas, sec'y, St. Joseph Grain Exchange.

## Washington Standards Com'tee

The Standards Com'tee of the Feed Dealers Ass'n of Washington, which has its manager, Floyd Oles, located at Seattle, is busy studying a number of feed ingredients used by its members in grinding and mixing feeds for poultry and animals.

The immediate project is a study of calcium carbonate, sources of supply, quality of material, prices asked, etc. This is being followed with a study of beet molasses as compared with cane molasses, the feeding value of sesame meal, the free fatty acid content of meat and fish meals in an effort to establish a standard, minerals, sources of vitamin D, dehydrated alfalfa meal. The com'tee states that it will undertake accumulating information on any product at the request of any member.

**For good growth** it appears that from 18 to 20% of protein is needed in the chick ration for the first few weeks. Afterwards the protein content may be gradually reduced to 15 or 16% at twelve weeks of age. Laying hens need about 15 to 16% in their ration. Pullets during the first six months of egg laying need slightly more, as egg production is accompanied by slow growth.

## Feed Future Prices

The following table shows the closing bid price each week per ton of standard bran, gray shorts and standard middlings for February delivery:

	Dec. 24	Dec. 31	Jan. 9	Jan. 16	Jan. 23
St. Louis—					
Bran .....	\$11.35	\$11.85	\$12.15	\$10.85	\$10.85
Shorts .....	11.25	12.50	12.50	11.95	11.35
Midds .....	10.95	12.10	12.10	11.60	11.20
Kansas City—					
Bran .....			10.65	9.90	8.95
Shorts .....			11.25	10.25	9.15

## Molasses is Better

There is no ingredient added to feeds which is of greater value than Molasses. This has been proved by countless experiments. The low cost of Molasses and the increasing demand for it should prompt you to install a mixer for adding this valuable ingredient to feeds. The low priced, and efficient

## Texas Cyclone Sweet Feed Mixer

is solving the problem for many progressive elevator operators who are right now depending on their feed department to keep their elevators on the profit side of the ledger. Let us send you complete information. Made in two sizes.

**Norwood Manufacturing Company**  
MINERAL WELLS, TEXAS

State Distributors: R. B. George Machinery Co., Dallas, Texas; H. C. Davis Co., Bonner Springs, Kans.; Mideke Supply Co., Oklahoma City, Okla.





# Illinois Community Grinders Discuss New Feed Law and Buying Plan

The new feed law amendment, whereby feed manufacturers are given the option of paying registration fees of \$25 on each brand manufactured or sold within the state; or of paying a license fee of \$1 on each brand, plus a tax of 10 cents per ton on the feed offered for sale, was thoroly discussed before the mid-winter meeting of the Illinois Community Feed & Grinders Ass'n, held at the Jefferson Hotel, Peoria, Jan. 14. The bill was passed by the last Illinois legislature and made effective July 1, 1931.

Leading speakers on the subject were Jay Nelson, state feed inspector from the Chicago office of the Department of Agriculture, and Ex-Senator Ben L. Smith, Pekin, who introduced the bill in the state legislature and obtained its passage with the backing of the Ass'n, aided by the support of other ass'ns. The speakers were bombarded with questions.

The amendment to Section 8 of the "Act to regulate the sale and analysis of concentrated feeding stuffs," as effected, reads in part:

Sec. 8. Each manufacturer, importer, agent or seller of any concentrated commercial feeding stuffs shall pay annually during the month of December in each year, to the treasurer of the State of Illinois, a license fee of \$25 for each and every brand of concentrated commercial feeding stuffs offered for sale, exposed for sale or sold: *Provided, however,* that any such manufacturer, importer, agent or seller, may at his option, instead of procuring the annual license fee above prescribed, procure from the department each year, a license to sell or offer for sale such feeding stuff for a fee of one dollar for each and every brand of such feeding stuff, together with a further fee of ten cents per ton for each and every ton of such brand of feeding stuff sold or offered or exposed for sale. Said treasurer shall in each case at once certify to the [State Food Commissioner] Department of Agriculture the payment of such license fee. Each manufacturer, importer, person or persons who has complied with the provisions of this section shall be entitled to receive a certificate from the [State Food Commissioner] Department of Agriculture setting forth said facts. For violation of any of the provisions of this act the [State Food Commissioner] Department of Agriculture shall have the authority to revoke any such license.

Under the law, illegal offering for sale concentrated feeding stuffs on which a license has not been purchased as provided, makes the manufacturer, importer, agent, or seller guilty of a misdemeanor for each sale, and punishable by a fine of not less than \$25 nor more than \$100. Payment of the license fees by the manufacturer excepts others in the chain of distribution.

During the course of the discussions delegates learned that the 10 cents per ton fee on each brand of feeds is handled by the sales of tax tags by the Department of Agriculture in lots of from 200 to 1,000 at the rate of ½ cent per tag.

Grinding and mixing of feeds on order, is looked upon as custom grinding and non-taxable. But if the feed is left in the warehouse for a time it should be tagged or marked to show the name of the man for whom it was prepared on order, to avoid trouble with the inspectors should they find it and assume it to be for sale.

When completed feed is sold in bulk instead of in sacks to which the tax tags may be secured, the manufacturer is obligated to tear up the proper number of tags for the volume of feed so sold.

EX-SENATOR SMITH urged that all grinders and mixers carefully live up to the letter of the law, since it was passed largely at their insistence in the cause of free and open competition in the feed business and

the interests of farmers and feeders.

C. R. WOODRUFF, Polo, sec'y, talked on organization and the benefits of an ass'n, and modeled plans for formation of a co-operative buying office thru the ass'n or a broker, which would supply all members with their needs at minimum prices. Co-operative buying, he said, would give members the benefit of large quantity purchases as in the case of the Independent Grocers Alliance. The project was discussed but left undecided until a future date.

A. E. WEBB, St. Louis, suggested adoption of a uniform formula for preparation of feeds, all producing the same brands, so that material savings could be made in the purchase of bags, and distribution could be simplified.

DAN S. ZEHR, Mackinaw, pres. of the organization, presided thru the two sessions. A luncheon was held in the Gold room of the hotel at noon.

Greeter Mike Finn, convention sec'y for the Peoria Chamber of Commerce, did honors for the mayor, welcoming and assisting the 60 delegates.

Decision was made to hold the annual convention at the same place, Jefferson Hotel, Peoria, Apr. 27 and 28.

Davenport, Ia.—A 7 lb. White Rock hen, owned by Joe Cern, is reported to have laid the smallest hen's egg on record. It is about the size of a canary egg.

## Alfalfa Meal Production Declines

Washington, D. C., Jan. 15.—Alfalfa meal production in the United States during December, 1931, totaled 19,495 short tons, according to reports received from meal grinders by the United States Bureau of Agricultural Economics. Grindings for the first seven months of the 1931-32 season were 62% of those in the same period last year and 61% of those two years ago.

Approximately 39,100 tons of meal were in store at mills at the first of December. This, with the month's grindings, made an aggregate supply of approximately 58,600 tons. Stocks at the close of December were about 38,200 tons. Domestic consumption accounts for most of the difference of 20,400 tons, since exports in recent months have been relatively small. Exports during November totaled 218 short tons.

Alfalfa meal production, United States, 1931-32, short tons, follows:

Month—	Production in Tons			
	1931-32	1930-31	1929-30	1928-29
July .....	12,676	22,272	24,408	26,707
August .....	15,678	28,614	28,884	38,716
September .....	16,623	40,025	32,252	42,925
October .....	14,204	24,994	40,847	40,427
November .....	21,224	27,705	27,785	33,132
December .....	19,495	25,646	42,077	31,898
January .....	—	33,285	44,821	51,232
February .....	—	15,403	41,653	37,393
March .....	—	13,140	22,871	27,893
April .....	—	12,141	15,588	14,659
May .....	—	10,617	11,197	8,686
June .....	—	22,242	30,666	19,385
Total for year..	291,677	362,049	374,053	

## Portable Mills Organize

Corporate papers have been issued to the American Portable Milling Ass'n, incorporated at Madison, Wis., by Alfred H. Schaefer, Madison; M. H. and Harry J. Albrecht, Sun Prairie, and G. Albrecht, Fort Atkinson.

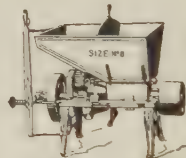
Purposes of the organization are shown as assistance to the portable milling industry and its operators.

Iron oxide or iron oxide in combination with a suitable copper carrying compound, has been very fruitful in cattle feeding, the cattle doing much better physiologically and economically than on the natural check ration fed without iron even tho the basal ration was extraordinarily high class in make-up, consisting of shelled corn, linseed oil meal, corn silage, alfalfa hay, salt and other minerals (carrying calcium, phosphorus, iodine, etc.). With poor rations much more likely to be low in iron, iron feeding is ever so much more strongly indicated.—John M. Evvard.

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by L. M. Hurd

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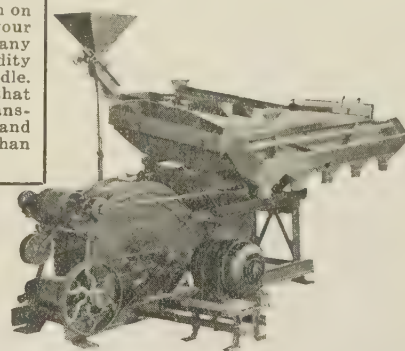
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For a limited time we are offering, free, samples taken direct from the Lawther Mills. Included in one package are three samples. (1) Material before going over our machine; (2) Refuse from our machine, husks only; (3) Pure oat groats.

See for yourself what our machine is doing for the Lawther Mills. It will save you just as much money as it saves them. Don't delay another day. Send the coupon for your free samples.

NOTICE: Our machines are fully protected by patents and infringers or users of any infringing machines will be prosecuted to the full extent of the law.

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# Poultry Feeds and Feeding

## Poultry Fact Finders Discuss Marketing Factors

About 300 delegates appeared at the 5th annual meeting of the Institute of American Poultry Industries, held at the Medinah Athletic Club, Chicago, Jan. 19-23. The program was built around producing better eggs and poultry in the central west.

The Institute, successor to the United States Egg Society, works with producers and consumers for the benefit of the industries. Its membership comes from the ranks of shippers, distributors, packers, feed manufacturers, equipment manufacturers and others.

The program discussed better prices for high quality spring eggs, grading of poultry and eggs, buying poultry on quality instead of weight basis, improvement of farm produced poultry and eggs, shell treatment of eggs, and like subjects.

## Farmers Stung by Pool

Seven hundred farmers near Galesville, Wis., signed contracts to sell their eggs and poultry thru the Gateway Egg & Poultry Producers Ass'n back in 1925, but after a year's experience found that they were receiving less than when sold to the regular dealers, and ceased to deliver to the Pool.

The penalty clause of 5 cents a dozen on eggs and \$1 a dozen on poultry sold otherwise than thru the Pool was forgotten until recently, when an attorney, A. T. Twesme, for the Ass'n demanded the penalty.

A test suit against Albert Engen, a farmer, resulted in judgment in favor of the Pool on its signed contract. Now all the farmers will be forced to pay sums ranging up to \$200.

Theoretically a pool, by a monopoly, can force consumers to pay high prices; but, practically, when consumers learn that a pool is trying to gouge them they go around the pool; and if that is impossible they limit their purchases to the smallest quantity, thus piling up in the hands of the pool an unwieldy surplus that breaks the market.

## Favorable Price Ratio Demonstrated for Poultry and Dairy Feeders

With 1910-14 average prices equaling 100, the U. S. Department of Agriculture has issued the following index numbers to show percentage of those prices that is today in effect in this country: Among the prices enjoyed by what the feeder sells are chickens, 122; eggs, 102; butter, 117; sheep, 61; hogs, 64; horses, 43.

Products which the poultry and dairy men buy are indexed corn, 48; oats, 52; wheat 41.

Further figures demonstrating the relationship of New York quotations of concentrates, with 1913 figures as the basis equaling 100, are: copra meal, 73; linseed meal, 85; soy bean meal, 77; meat scraps, 47.

These figures may be wrong for some localities, they were made to cover the country. Some cities are suffering from milk wars, and poor eggs do not bring top prices. But in general no class of agriculture enjoys a more favorable ratio between feeding costs and prices on produce than do the poultry and dairy farmers.

Judicious use of such figures should help the grain and feed dealer sell feeds.

**Ogden, Utah.**—Fresh fish are being seined from Lake Utah, 100 miles south of here, and are being sold to the poultry raisers for chicken feed at 1½ cents per lb.

## Boost Fattening Rations

Farm poultry is too often sent to market carrying too little flesh to bring very much for total weight, or to command best prices per pound, according to F. E. Elliott, of the College of Agriculture, University of Illinois, extension service. Spring chickens particularly often fail to grade 25% top quality because of thin flesh, while well-fed lots grade much higher.

Hens usually arrive on the market in better condition than "springs." While it is not profitable as a rule to try to put additional gains on fat hens, yet many are sold too thin, especially in the summer time.

By careful feeding, many producers not only obtain profitable gains in weight of market poultry, but also improve its quality. This often leads to a higher price per lb.

The present grain-poultry ratio is unusually favorable to poultrymen. If a grain ration one-half corn, one-fourth oats, and one-fourth wheat is being used, then at average farm prices in Illinois on Sept. 15, 1931, one lb. of chicken would buy twice as much, or 232%, as the average for the past 20 years.

Grain and feed men should be able to profit from the situation by boosting sales of fattening concentrates, or preparing fattening rations and letting the farmers of their communities know about them.

## Yeast Feeding for Coccidiosis

Yeast, which has come to the front for animal and poultry feeding in the last few years, is effective in treating coccidiosis, which often proves a blight on the success of a poultry man.

An Illinois poultry man, who counted out nearly 800 chicks inside of 1 week thru ravages of the disease, fed yeast and cut the mortality to only 1 chick the third day after feeding was begun.

Treatment followed is to take away all feed, starting a batch of feed to fermenting with yeast at three periods during the day. Each is allowed to ferment 24 hours before feeding, feeds being given morning, noon and night.

Feeding is started the following day, with fermented mash only and this is kept up for 5 days. Chicks are fed what they will consume in 20 to 25 minutes; what is left is removed.

Two or three teaspoonfuls of yeast in half a cup of water is allowed to stand for a while; three or four medicine dropperfuls of this fluid are given three times a day to chicks too sick to eat.

As one batch of feed is fed another one should be set so that each batch will have opportunity to properly ferment 24 hours before feeding.

On the sixth day give only two feedings of fermented mash, replacing one feeding with dry mash in which dry yeast is mixed. The third day thereafter cut the fermented mash feeding to once a day. This may be continued indefinitely.

A plan for feeding coccidiosis infected chicks or laying hens with a dry milk treatment was published in Grain & Feed Journals, Dec. 9, page 674. Further reference has been made to lactose, a dry by-product of cheese manufacturing. Apparently dry milk sugars and yeast have something in common that influences cure of coccidiosis.

An egg is rich in protein; consequently protein demands of laying stock are great and this element assumes high importance in the feed, from the quality as well as the quantity viewpoint.

## Yellow Yolks and Vitamin A

Consumers are better pleased with yellow yolked eggs than with the pale colored yolks so common on the market. Rich yellow yolks have appetizing appearance on the breakfast table, regardless of whether or not they are better eggs.

Egg yolk color is dependent upon feeding. A ration of yellow corn, alfalfa and similar products produces a rich yellow yolk. A ration of white corn, oats, barley and wheat produces very pale yolks. The former is rich in vitamin A, the latter contains very little of this vitamin.

While proteins, carbohydrates, fats, and other elements are highly important a poultry mash can be easily ruined by failure to include essential vitamins, and necessary minerals. Proper balance of all elements is necessary to high production.

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### A Chick Ration From New York

The baby chick season is coming closer, and with it comes the annual feeding problem. If a grain and feed dealer sells chicks he will also want to sell the feed that grows them into cocks and pullets. A good start is with good grain and mash mixtures. Here is a formula for chick feeding from the Cornell Poultry Rations, New York State College of Agriculture:

**Grain mixture:** Formula 202 consisting of 5 lbs. finely cracked corn, 3 lbs. cracked wheat, 2 lbs. pinhead oats, steel-cut oats, or oat flakes; Formula 204, consisting of 6 lbs. medium cracked corn and 4 lbs. wheat.

**Mash mixture:** Formula 213, consisting of 25 lbs. yellow corn meal, 20 lbs. wheat bran, 20 lbs. wheat flour middlings, 10 lbs. fine ground heavy oats (if unavailable, omit and increase corn meal to 35 lbs.), 10 lbs. fine ground meat scrap (50-55% protein), 5 lbs. bone meal, 10 lbs. dried milk products,  $\frac{1}{2}$  lb. fine salt.

Direct feeding to start 48 hours after the hatch is completed.

3rd day to 2nd week: Use grain Formula 202 in the litter 3 times daily, and the mash mixture, moistened with sour skim milk twice a day between grain feedings. Add chopped green food after the first week.

2nd to 8th week: Feed grain in litter twice each day, gradually changing to Formula 204 at 4 to 6 weeks. Feed the mash mixture with sour skim milk at noon and have it available dry 4 to 6 hours daily at first, later at all times.

Feeding represents most of the cost of raising chickens to maturity, and about 60% of the costs in producing eggs. This makes the composition of poultry feeds pretty important.

### Relation of Feed Cost and Production to Selling Price of Eggs

Nothing less than complete records will show a farmer or poultry man whether he is making or losing money, how much he can pay for feeds, or how much he has to boost production. More and more of them are keeping records, giving them information on whether to increase or curtail production much quicker than it is obtained by careless producers.

To this end there has appeared a number of methods and charts for figuring whether production of eggs is high enough to pay for the feed and labor involved. One such method appeared in Grain & Feed Journals, Oct. 14, 1931, page 413. Herewith is shown a chart, developed by the College of Agriculture, University of Illinois, which explains:

To find the feed cost of a dozen eggs when the cost of feed per 100 lbs. and the number of eggs laid per 100 hens per day are known, lay a straightedge across the chart so that it connects the proper points on the two outside scales, feed cost and egg production. The feed cost per dozen eggs and the necessary selling price to cover all expenses are then read directly from the inclined scale, where it is crossed by the straightedge.

Conversely, when the feed cost and the selling price per dozen eggs is known, connection of the proper points on the "necessary selling price" line and the "cost of feed" line will show the necessary percentage of production; or with production and selling price known, application of the straightedge will show what price can be paid for feed.

A good producing hen should eat about 40% scratch and 60% mash. With laying mash at \$2 a hundred, and scratch feed at \$1.50, the cost per hundred lbs. of both feeds would be \$1.80. With the selling price

of eggs at 15 cents a dozen 54% production would be necessary to pay for the feed and all expenses. The grain and feed dealer will think of a dozen ways to use this chart in demonstrating to farmers how they can profitably raise poultry and have their feeding formulas prepared. It should be remembered that more accurate figuring may be done with average prices than with the price of feed and eggs for any one day.

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Alfalfa meal	Hammer mills
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Bone meal	Iron oxide
Buttermilk, dried, semi-solid	Linseed meal, cake
Calcium, carbonate, phosphate	Meat meal, scrap
Cocoonut oil meal	Minerals
Cod liver oil	Mineral mixtures
Charcoal	Molasses
Commercial feeds	Oyster shell, crushed
Cottonseed meal, cake	Peanut meal
Feed mixers	Phosphates, rock
Feed concentrates	Potassium, chlorid
Feeders for mills	Salt
Fish meal	Screenings
Formulas	Skim milk, dried
	Soybean, meal
	Tankage
	Yeast for feeding

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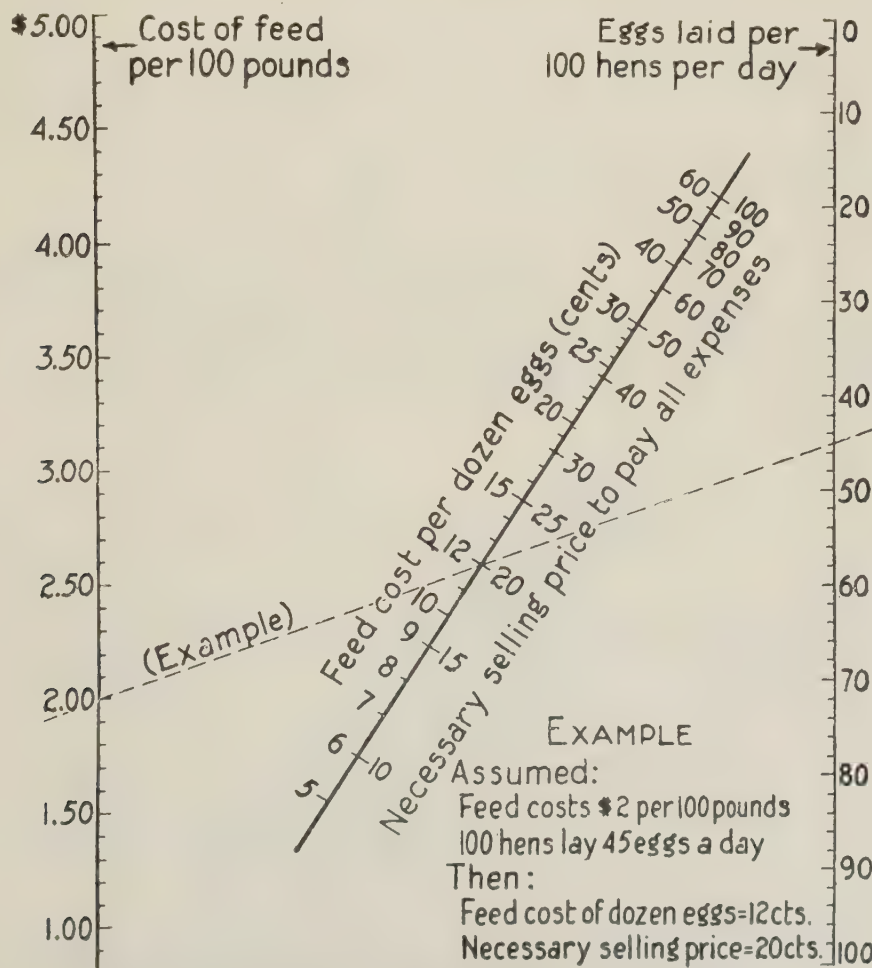


Chart Showing the Feed Cost per Dozen Eggs and Necessary Selling Price When Feed Cost and Egg Production are Known.



# Portable Grinders

By R. D. MAC DANIEL, director of field service,  
Grain Dealers Fire Ins. Co., Indianapolis, Ind.

Eighty per cent of the elevators in Indiana are equipped to grind feed besides which are the numerous small feed mills and the smaller flour mills which also make feed.

**Number of Portables.**—Of the 71 counties in Indiana from which reports were received, 18 had no portables. The 53 others reported a total of 188 with no uniformity of distribution. In the northern section there is an average of four portables per county, whereas the average for the southern section is less than one per county. The striking fact, however, is that some counties have from eight to twelve while one, Hendricks, just west of Indianapolis, has fifteen. This is an example of what may happen in any county and no mill operator will have to strain his imagination to figure out what competitive conditions accompany such an infestation.

The fact that only eleven of the 188 portables are owned by established dealers is evidence of the extent to which the established operator believes his business could profitably be augmented by the addition of a portable. Furthermore, most of these eleven are operated as defense against the itinerants and not because the owners feel they need such equipment. One county reported a reduction of 40%, four said 50%, two said 75% in the number of portables.

**Effect of Portable Competition.**—An Illinois dealer who operates four stationary mills and keeps very close accounts gave us this very pertinent information: "Our fiscal year begins on Apr. 1 and we recently drew off figures showing our grinding income from Apr. 1 to Nov. 1 for the years 1929, 1930 and 1931. 1929 and 1930 which were the years before the portable competition, ran very close together. At one plant which was subject to this competition the figures for 1931 showed a reduction of 39%. Another, in whose territory a portable began operating early in the year, showed a reduction of 31% for 1931. The two others, where we have had no new competition, showed gains of about 7% for the same period. This is interesting in that the latter two points without outside interference showed an increase which is about what we expected because of the larger grain crop this year."

At a meeting of some fifty dealers from the Northern section of Illinois losses in volume due to this competition were reported as running all the way from 10% to 60%.

**Cutthroat Grinding Charges.**—We find, however, that grinding prices have been reduced quite generally. In the highly competitive sections the average prices are from 12c to 15c per cwt. or 5c per bushel—these being charged by both established dealers and portables. Many report 10c per cwt. One dealer says that he and the portables are on the same basis but that the portable's 25c screen is the same as his 15c screen—we recall having heard something similar, however, before there were any portables. In Iowa and Illinois, which have had portable competition longer than Indiana, the top price is now about 10c.

In one thing all dealers are agreed: the portables get the big jobs and the little ones come to the established mill. So it is reasonable to conclude that what grinding is being done by the regular dealer is being done at a higher cost than before.

**Can Not Ignore Competition.**—We believe that the regular dealer who is confronted with this competition and ignores it because he thinks it cannot last will be making a big mistake. Likewise the custom miller who simply reduces his prices to meet those charged by the portables or goes them one better will be making a mistake. And so as one portable operator goes broke somebody else will take over his equipment and while the custom miller may get some satisfaction out of it it will not boost the cash register receipts. An Illinois operator reported last week that one portable in his community has so far been owned by four different persons.

**Cheap Portable Outfits.**—We passed an outfit on the road in the central part of the state a few days ago that consisted of the following: A mill of inexpensive make mounted on an old truck chassis and driven by the truck motor. Hooked behind that was an old Ford chassis on which was mounted a farm type sheller. Hooked behind that was a trailer used, we suppose, for hauling tools, concentrates and other paraphernalia.

It was a regular caravan but the investment was nowhere near \$1,938.00. And based on investment alone this outfit could

grind at a price that would worry a lot of the other portables, not to speak of the established dealer. And this competition must be met.

**Depreciation.**—It is generally conceded that the depreciation of these outfits will be excessive. One of the larger manufacturers of hammer mills was convinced they could not build a satisfactory portable simply because at one time they had experimented with a fleet of ensilage cutters mounted on truck chassis and found that the machines quickly racked themselves to pieces. Anyone familiar with the operation of a hammer mill can appreciate the vibration accompanying the operation of such a machine when not on a substantial base.

Again we urge that no one ignore this competition for he surely will lose his grinding business. Ignore it to others as you please, but recognize it to yourself.

**Power costs.**—There is no question but that the actual cost of operation of a gasoline engine is less than that of an electric motor of the same horse power output. One operator of two stationary mills gave us an interesting comparison: For power only the mill driven by a 75-hp. motor costs \$2 per hour while that driven by an 80-hp. gasoline engine costs only 65c. The portable mill has just about the same advantage over the electrically operated mill. We do not know what the operator pays for electric power but it is apparent that his rate does not permit of effective competition against the mill driven by an internal combustion engine. A prominent manufacturer of full-Diesel engines claims an engine of that description can produce power at less than 1c per kilowatt, or the equivalent.

A dealer who has kept accurate cost data on his four attrition mills for several years reports an average cost for power consumed in grinding as approximately 3¼c per hundred pounds of grist at a uniform power rate of 3¼c per kilowatt hour. In other words, this dealer uses one kilowatt for each hundred pounds of grinding. Assuming the same fineness of grist, a hammer mill consumes more power than an attrition mill. With those figures as a starter, you who are paying 5c to 6c per kilowatt may have some idea of what it is costing you for power alone, not to speak of interest, depreciation and wages.

As the dealers in Iowa organized to fight the portables and compared power costs they found marked differences both in rates and minimum charges. Thru unified action much of a constructive nature has been accomplished and the utilities now appreciate that low power costs are a necessary factor in

maintaining the established mills. Minimum charges which were \$1.00 per hp. per month have been generally reduced. In one instance a dealer who was paying this minimum on a connected load in excess of 100 h.p. had it reduced to a flat minimum of \$1 per day. In some instances the minimum has been eliminated altogether.

It would seem that something of this kind could and should be done in Indiana, and the sooner this is realized the better it will be for established millers and utilities alike. There is even now a noticeable trend from electricity back to internal combustion engines. We think concerted action by the established millers will produce results if the situation is presented to the utilities in a proper manner.

**Dealer Operating a Portable Himself.**—Some dealers are doing so and others are considering it. Our survey indicated there are 11 portables in the state operated by established dealers. Most of these were put out for the single purpose of meeting portable competition or for preventing such competition from entering the territory. We think no owner of an established mill has gone into the portable business because he thought there was money in it. If it is a money losing game then why play it? Wouldn't it be better to invest that money in better facilities in your present plant, or spend it in advertising which will attract trade to your mill? The operation of a portable cannot possibly attract trade to the plant where your money is now invested.

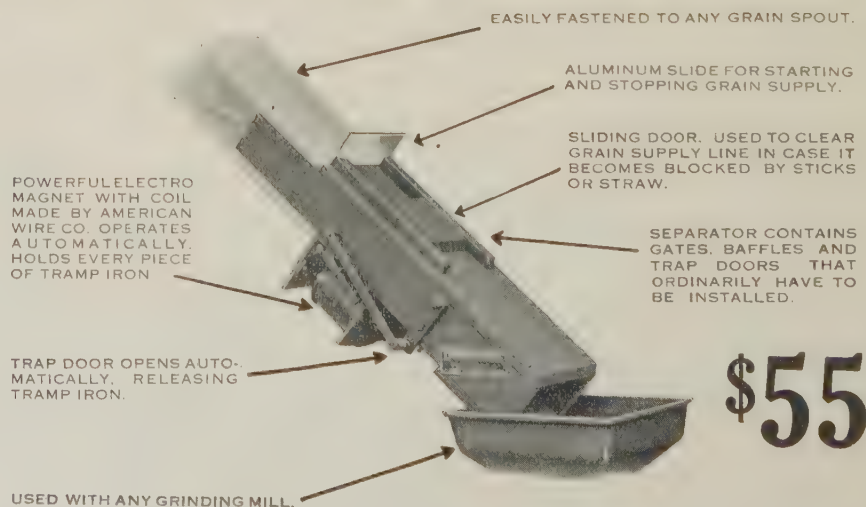
The argument is advanced that portables are needed to augment the stationary mill. That is not an argument, it's a lot of camouflage put up by some mill manufacturers who are now engaged in undermining the business of those whom they sold stationary mills. Our survey indicates that only one of those eleven portables was limiting its activities to the territory normally served by its owner, who is also the owner of a stationary mill. In other words, the portable in the hands of the regular dealer not only "fortifies" his stationary outfit but operates punitively against all the established outfits in the immediate territory, who do not happen to be likewise "fortified."

Naturally the other dealers are anxious to retaliate. If they flock to equip themselves with portables the end will be quickly in sight as they all will be in the same boat and the manufacturers of the portables will have achieved their aims. The dealer who considers buying a portable should consider what would be the condition if all dealers had them, for surely that is the inevitable consequence if such a movement starts. He will find himself in the same situation as that individual who opened a "pee-wee" golf course in Los Angeles during the latter days of that craze. After investing a lot of money in an ornate course he opened for business. A few weeks later passersby noticed a large sign over the entrance which read "Opened by Mistake."

Far better it will be for the dealers in a

## DREADNAUGHT Feed Grinding Machinery

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community to agree to stay out of the portable game and devote their energies to building up sound business at their present locations.

**Legislation inimical** to the portables. This has ranged all the way from attempted abolishment to special taxation. Obviously that is class legislation. Furthermore it is exceedingly poor psychology. The owner of a portable has the same rights to do business as anyone else and should be subject to his share, but no more than his share, of taxation. As may have been expected, all attempts to legislate the portables out of business have failed and the established dealers have lost prestige in the attempt.

The established miller who offers his trade nothing more than grinding stands poor chance of successfully holding his own, because the portable can do that without the inconvenience to the farmer of loading, hauling, and unloading. So, if it is only grinding the farmer needs, he probably will have the portable do it.

**Portables Are Hazardous.**—Many dealers have pointed out to their customers the fire hazard incidental to the use of portable mills in and about farm property. This is a very real hazard and there are at least four cases on record where farm property was destroyed in this manner. Barns were destroyed at or near Plum City, Poynette and Janesville, Wis., and a crib near Burlington, Ia., was burned due to the operation of these mills. We have been unable to determine whether the owners of these properties were reimbursed for their losses but we do know that many of the farm mutual insurance companies have served notice on their policyholders that they will not be liable for a fire caused by one of these mills while in operation or for any fire occurring within ten hours after such operation. So far, none of the Indiana farm mutuals have taken a definite stand in this respect but, as a matter of fact, they are adequately protected by the clause in their policies by which the policy becomes void upon an increase in the hazard without notice to the insurance company. That leaves the farmer holding the sack unless the owner of the portable carries property damage insurance. There is no question of the fire hazard of these portable outfits and it will be increasingly evident in Indiana as the portables now in use loosen themselves up a bit more.

On Oct. 5, 1931, a portable mill operating on the farm of a Mr. Taylor, near Fenton, Ia., either exploded or mechanically disrupt-

ed and so injured Mr. Taylor that he bled to death before he could be gotten to a hospital. The owner of the mill lacked personal resources and he carried no liability insurance—the family of the dead man received nothing.

### New Feed Trade Marks

Geo. B. Matthews & Sons, Inc., New Orleans, La., No. 309,825, for dairy cow feed, the words "Matthews" and "Milk Maker" in conjunction with a circular and crescent figure, the crescent inclosed portion bearing figures of a bull's head and a cow's head facing each other. Colors employed are red and green.

### Small Decline in Cottonseed Meal

By J. M. TRENHOLM

Memphis, Tenn., Jan. 23.—The price of cottonseed meal has gradually declined thru the week, the average loss in value being about 75c per ton. The market on Monday was very strong, most of the trading being at the \$14 level, but it has lost ground from day to day since that time. Production has been going on. Many mills have been running night and day, but the demand has diminished to an alarming point. The open winter, over supply of feedstuffs on the farms, lack of buying power, are discouraging factors. Outside markets have had their effect. Toward the end of the week grain and feed markets have been distinctly weak. The stock market experienced a drastic decline Friday. Deliveries on January contracts have been larger than anticipated. Owners of meal being deprived of other outlets have been willing to make delivery and pay the cost of doing so. Mixers and dealers are not in the market at the present time and unless there is a change to extremely cold weather or some other reason to stimulate a demand, hedge selling will be in evidence on the future board in spite of extremely cheap cottonseed meal as compared to previous years. Activities in the market today were limited. Such trading as came into the pit was done on a basis of 25 to 30c under yesterday's prices. The market closed steady at the decline.

### California Retail Feed Men Move to Set Margins

Ten of the district groups of the California Hay, Grain & Feed Dealers Ass'n, represented in the stabilization conference between retail feed dealers and wholesalers last November (see Grain & Feed Journals, Dec. 9, pg. 672), have developed schedules of suggested minimum resale margins on cash ton sales at warehouse door, of each type of grain, feed, and concentrate. Schedules are early expected from the other 4. Minimum resale margin protection is sought, no attempt being made to set prices definitely.

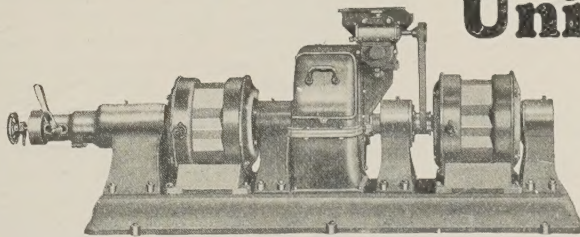
Protection is expected to follow reports of infractions being made by local dealers to the wholesalers, who will then be asked to sell offending dealers on a contract basis only, with a clause stipulating the resale price on the commodity, as is permitted under California's fair-trade law.

The 10 retail groups turning in schedules, estimate that an average gross margin of 10% on the net annual sales, represents the approximate average overhead for a cash and carry feed business. Delivery and credit services increase the costs, and it is planned to work out schedules covering such additional service, to be added to the retail prices.

In retail selling of wholesale grains the price is based on market replacement price at the nearest general market, plus the percentage margin. Purchases of distressed grain under the market add to the benefit of the retailer, and are not considered a fair basis on which to set a price.

Minimum gross margins suggested are expressed in "per cent of sale price." Further conferences are planned, which are expected to correct such faults as appear in the schedules. They will be called late this month and early in February.

## Modernize Your Grinding and Mixing Units for Increased Profits



Prepare to make the most out of the increasing feed grinding and mixing business. Modernize your service to meet the community demand for better feeds by installing these up to the minute Feed Mill Units.

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**The Monarch Center Spiral Feed Mixer** a complete self contained dry feed mixer that is ready to run the day you receive it. Loads, mixes thoroughly and packs with one belt. Made in two sizes with 50 and 100 cubic feet capacity and operates with 3 and 5 HP respectively. Send for details of these Profit makers today. No obligation.

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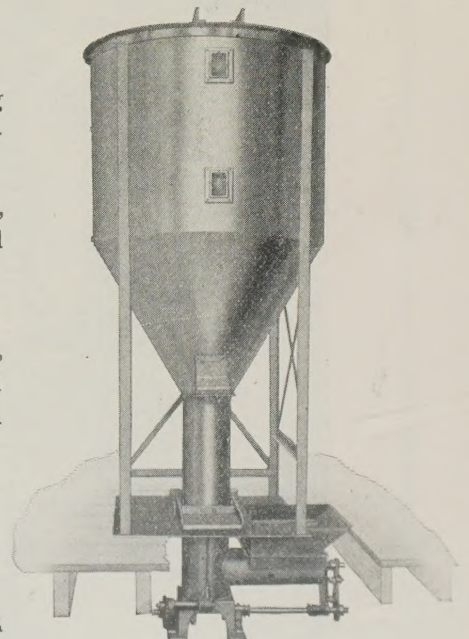
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## Efficient Mixing Builds Concentrate Sales

Operation of an efficient feed mixer, so completed formulas may be built from the farmers grains and shipped in concentrates, is one of the greatest business builders for the feed grinding unit of a country elevator. Feeders have become thoroly acquainted with the economies of feeding completed formulas. The question remaining is making use of what they raise and evolving the completed mix at a figure which will return them a maximum profit.

Low cost of feed mixer operation is important in the same way as low cost grinder operation. Unnecessary expense is never justified, particularly if it is reflected in operating costs. Placing the mixer so it may be served directly from the meal collector of the grinder, and spouts from concentrate bins cuts down the labor involved in its operation.

If other machines are to be operated in conjunction with the mixer they should be so placed in relation to it that operation is mechanical in so far as possible.

An example of efficient feed mixer installation is in the plant of the Cecil County Milling Co. at Rising Sun, Md. The Unique vertical batch mixer extends thru the second floor of the building. A spout from the meal collector of the hammer mill serves it with ground grains, or it may be served from ground product storage bins in the upper part of the plant. Also in the upper part of the plant is the equipment for measuring concentrate ingredients and running them into the mixer with ground grains.

At the outlet at the bottom of this mixer is a deflector valve that directs the contents into a double bagger for sacking. But the contents may be diverted into the receiving end of a Unique Duomix agitator for mixing with molasses. The desired proportion of molasses is run into the mixture thru a percentage valve, and thoroly commingled with the feed mixture by a high speed agitator that conveys it to the double bagger at the

far end of the machine for sacking.

We are indebted to the Robinson Manufacturing Co. for the engraving herewith demonstrating how two machines are installed for efficient operation separately or in conjunction with each other. The arrangement enables F. M. Kennard and W. N. Clark, the operators, to manufacture any formula desired, even to individual requests of patrons.

Knowing feeds and formulas, they are able to develop extra business thru ability to fit themselves into feeding programs.

## Anti-Discrimination and Fair-Trade Bills Offered in Washington

Following the lead of California, Feed Dealers Ass'n of Washington is considering joining the Grocers & Merchants Ass'n in a fight for anti-discrimination and fair-trade legislation in its state.

Section 1 of the proposed legislation reads in part as follows:

**Sec. 1.** It shall be unlawful for any person, firm or corporation, doing business in the State of Washington, and engaged in the production, manufacture, distribution or sale of any commodity or product of general use or consumption, or the product or service of any public utility, with the intent to destroy the competition of any regular established dealer in such commodity, product or service, or to prevent the competition of any person, firm, private corporation, or municipal or other public corporation, who or which, in good faith, intends and attempts to become such dealer, to discriminate between different sections, communities or cities or portion thereof or between different locations in such sections, communities, cities or portions thereof in this state, by selling or furnishing such commodity, product or service at a lower rate in one section, community or city, or any portion thereof, or in one location in such section, community or city or any portion thereof, than in another after making allowance for difference, if any, in the grade, quantity or quality and in the actual cost of transportation from the point of production, if a raw product or commodity, or from the point of manufacture, if a manufactured product or commodity. . . . This act is not intended to prohibit the meeting in good faith of a competitive rate. . . . The inhibition hereof against locality discrimination shall embrace

any scheme of special rebates, collateral contracts or any device of any nature whereby such discrimination is, in substance or fact, effected in violation of the spirit and intent of this act.

Any person who, either as director, officer or agent of any firm or corporation or as agent of any person, violating the provisions hereof, assists or aids, directly or indirectly, in such violation shall be responsible therefor equally with the person, firm or corporation for whom or which he acts.

In the prosecution of any person as officer, director or agent it shall be sufficient to allege and prove the unlawful intent of the person, firm or corporation for whom or which he acts.

Section 4 provides that if a plaintiff can show a violation of section 1 has damaged him he is entitled to three times actual damages. Likewise that "If . . . the court shall find that the defendant is violating or has violated any of the provisions of Sec. 1 of this act, it shall enjoin the defendant from a continuance thereof; it shall not be necessary that actual damage to the plaintiff be alleged or proved."

After a third conviction the charter of a violator could be annulled and the corporation enjoined permanently from doing business in the state.

## Wisconsin Institutes Ton-Mile Tax

Wisconsin made effective a ton-mile tax governing all trucks of combined truck and load weights over 6,000 lbs. on Jan. 1, exceptions being made for vehicles owned and operated by the state or its political subdivisions; trucks engaged exclusively in hauling dairy or other farm products between point of production and a primary market; trucks operated only within the corporate limits of a city or village, and trucks licensed exclusively for transporting automobiles. The law is being contested in the Supreme Court by the Allied Truck Owners Ass'n, as unconstitutional because of discrimination. Meanwhile it is effective.

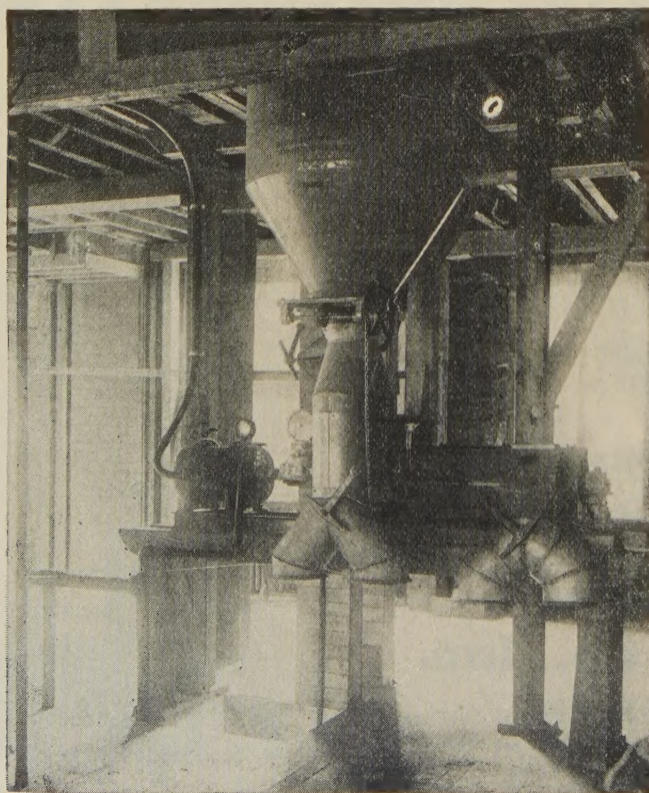
Permits are required for operation of trucks, trailers, semi-trailers, tractors and other vehicles engaged in hauling heavy loads over state highways. Application for a permit must be made to the State Public Service Commission and accompanied by \$5 for each vehicle. Permits must give complete descriptions of the vehicles, including weights and licensed carrying capacities.

The ton-mile tax is being computed on weight plus licensed carrying capacity. This number of lbs. is multiplied by the number of miles run during the month and the result divided by 2,000 to learn the ton mileage. Vehicles carrying full load one way and returning empty are taxed on full load both ways. Reports on speedometer readings must be made monthly.

The combined truck and load provision hits portable mills, since an air compressor, crane or portable feed mill attached to the frame or body of the vehicle is looked upon as property being transported, subject to the tax if the combined weight exceeds 6,000 lbs.

The rate of taxation per ton per mile is \$.001 for combined vehicle and load weight of 6,001 lbs. to 14,000 lbs.; \$.001125 for 14,001 to 16,000 lbs.; \$.00125 for 16,001 to 18,000 lbs.; \$.001375 for 18,001 to 20,000 lbs.; \$.0015 for 20,001 to 22,000 lbs.; \$.001625 for 22,001 to 24,000 lbs.; \$.00175 for 24,001 to 26,000 lbs.; \$.001875 for 26,001 to 28,000 lbs.; \$.002 for 28,001 to 36,000 lbs. Trucks carrying more than 24,000 lbs. on Class A highways must have three axles; if two or more of the tires are solid the tax is doubled.

Thus a premium on smaller vehicles is established, for the tax per ton is increased as the size of the vehicle is increased. The tax will affect portable mills, but it will likewise affect the grain and feed dealers who practice delivery service to the farms. Those who perform this service free will be hit hardest.



Efficiently Placed Mixers in Grinding Plant at Rising Sun, Md.



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